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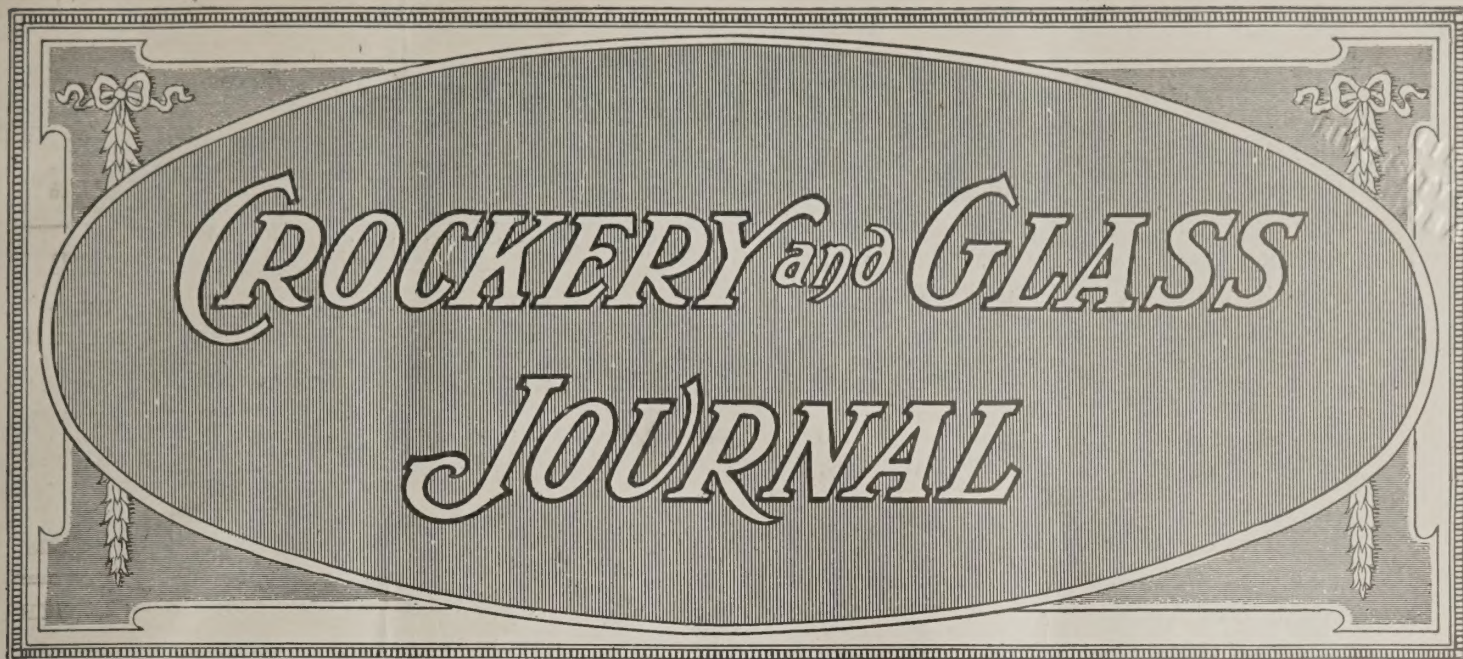
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THE HISTORY OF THE
REIGN OF KING CHARLES THE FIRST



NEW YORK, JAN. 3, 1918.

THE CONDITION OF BUSINESS.

New York As forecast in our last issue, retail trade following Christmas was good, and, together with the rush just before, a lot of ware was moved. The fears of many that heavy stocks would be carried over are now removed, and the wise retailer will be in the market early. The severe cold snap of last week caused a longer shut-down at the potteries than was anticipated, with consequent reduction in production. It is customary at this season to close for a few days to make repairs, and this year the lack of materials was another cause for the close-down. The arrivals of imports have not been very heavy, but are about up to the average. For these reasons there is none too much merchandise available, nor is there likely to be for months to come. Production, both here and abroad, is more likely to decrease than increase, and there is no possible reason to expect lower prices. On the contrary, the chances are that prices will go higher. Some of the glass manufacturers are quoting rates up to and including April 30th, provided the goods are shipped within that period; otherwise the prices will be as of the date of shipment. Buyers balk at this clause, but it is unavoidable. So uncertain are all things these days that it is impossible to make prices for any long time ahead. Manufacturers do not know at what moment raw materials may be raised, and as it is impossible to stock up ahead on these, they cannot guarantee figures. The coal situation is another extremely important factor. Fuel is a large percentage of cost, and what the price will be a week hence nobody knows.

With all the drawbacks, trials and tribulations of manufacturers and importers, the business of the year will not pan out as badly as some thought it would. It is probable that all have made money. No more, perhaps, than in normal times; yet there are some who have made good profits. We know that there are those who have done more business and made more money than they ever did before; but, naturally, they are not bragging about it.

There is no reason why the year 1918 should not see a big demand for both crockery and glassware. The consumption last year was far below normal because the production was below normal. The unfilled orders on the files assured work for a long time to come; but while making those goods up the "queen of the kitchen" continued smashing ware every day. The population of the country is increasing in spite of the war, and the army requires more goods per capita than do civilians. A man must have a very bad liver who thinks that business will not be good in 1918.

East Liverpool and Vicinity

Inability to secure sufficient raw materials, trouble in making shipments of finished products, and the forthcoming draft are matters that manufacturers now have to face. Orders are not troubling them in the least. The problem is how to fill them. New business for the first three months' delivery is coming in favorably.

Pittsburgh and Vicinity As customary at this time of the year, more or less apathy is manifested by buyers. Inventories of retail and jobbing stocks will be completed soon, and then an increase in business is bound to result. Besides, the annual Glass and Pottery Exposition here this week will undoubtedly have the effect of stimulating business.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthen, stone and china ware for the month of September, 1917, compared with the same month in the preceding year, were as follows:

	1916	1917
China, not decorated.....	\$ 15,153	\$ 11,243
decorated.....	260,010	304,499
From France.....	61,605	33,080
Germany.....	1,665	.....
United Kingdom.....	32,208	45,749
Japan.....	148,629	214,584
Other countries.....	15,903	11,086
Earthenware, not decorated...	25,894	56,920
decorated.....	136,043	188,695
All other.....	31,463	10,834
Total.....	728,573	876,690

FOR NINE MONTHS ENDING SEPTEMBER.

	1915	1916	1917
China, not dec.....	\$ 340,363	\$ 233,642	\$ 110,984
decorated.....	2,869,183	2,307,840	2,472,592
France.....	590,258	671,625	491,125
Germany.....	909,648	239,421	.....
United Kingdom...	307,086	381,244	441,101
Japan.....	848,135	860,754	1,347,414
Other countries....	214,056	154,796	144,203
Earthenware, not dec.	98,095	246,898	438,740
dec.....	343,666	1,193,649	1,520,286
All other.....	1,362,209	210,498	202,884
Total.....	7,882,699	6,500,367	7,215,078

GLASSWARE.

SEPTEMBER		FOR NINE MONTHS E'D'G SEPTEMBER		
1916	1917	1915	1916	1917
\$39,573	\$39,674	\$836,142	\$385,799	\$382,930

HYDRATE OF POTASH

Containing not more than fifteen per cent of Caustic Soda.

SEPTEMBER		FOR NINE MONTHS E'D'G SEPTEMBER		
1916	1917	1915	1916	1917
\$2.833	\$1,642	\$100,180	\$10,849	\$24,831

DOLLS AND TOYS.

	1916	1917
Dolls and parts of dolls....	\$ 2,849	\$ 38,008
All other toys.....	106,356	154,282
Total.....	109,205	192,290

FOR NINE MONTHS ENDING SEPTEMBER.

	1915	1916	1917
Dolls & parts.	\$ 567,091	\$ 77,824	\$166,855
All other toys	2,149,390	998,840	1,066,418
Total.	2,716,481	1,076,664	1,233,273

CHINA CLAY.

SEPTEMBER		FOR NINE MONTHS E'D'G SEPTEMBER		
1916	1917	1915	1916	1917
\$119,362	\$159,292	\$868,873	\$1,177,242	\$1,112,228

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

SEPTEMBER		FOR NINE MONTHS E'D'G SEPTEMBER		
1916	1917	1915	1916	1917
\$40,600	\$53	\$299,684	\$196,980	\$32,599

AT CHICAGO.

CONDITIONS during the past week were satisfactory, on the whole. Buying in the department stores was not quite so heavy as during the previous week, of course; but the managers were well satisfied, and the outlook for the coming year is excellent.

Alphonso Nordland, buyer of crockery and glassware for Hillman's Department Store, has resigned his position.

H. L. Kelly, of Kelly & Reasner, will be at the Fort Pitt Hotel, Pittsburgh, during the Glass Exposition.

F. T. Renshaw, manager of the Chicago office of the United States Glass Co., will leave in a couple of days to attend the Pittsburgh Glass Exposition and visit factory headquarters.

H. C. Dalzell, representative of the Fostoria Glass Co., is expecting a big array of new samples after the first of the year.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

The action of the Government in taking over the railroads of the country last Friday was hailed with joy by traffic managers of glass factories in this district. Competitive routeing will be done away with in the near future, and the shortest road to destination given all shipments. Glass shipments from this district were opened late last week as far east as Trenton, N. J., while the Pennsylvania (Panhandle route) was opened to the west. The United States Glass Co., last Friday was given ten empty cars, which relieved the situation with this company very much. While it will take some little time to work out new and quicker freight routes, great relief is bound to come eventually.

Harry A. Ross, sales manager for the Pittsburgh Lamp, Brass and Glass Co., has returned home from a trip to the Chicago office.

January 15 has been selected as the date of the quarterly meeting of the American Association of Flint and Lime Glass Manufacturers, which will be held at the general offices here.

William H. Smith, sales manager of Factory "D" of the United States Glass Co., has been appointed to travel the Southern and Western territory, vice Walter I. Campbell, who resigned to go in business for himself in St. Louis. H. A. Robb, of Indianapolis, a well known glass and pottery salesman, will cover Indiana and Kentucky for the concern. Mr. Robb was formerly the Pittsburgh district representative for the Genesee Cut Glass Co.

Some exceptional creations in decorated glass are being shown by Louis Reizenstein for the 1918 trade. Each design is original, and on an exclusive shape. The coin-gold and raised-enamel effects are unlike anything heretofore offered the trade.

H. H. Phillips, of the Gas City, Ind., plant of the United States Glass Co., and Mr. Steimer, New Eng-

land salesman, were at the general offices here late last week.

The demand by wholesale confectioners for display jars continues very active. Now is the time when this trade places its orders for soda fountain requisites, such as soda tumblers, crushed-fruit containers, straw-holders and sundaes, and a large business is expected by the glass manufacturers this month.

The Northwestern Glass Co., recently organized at Saginaw, Mich., by interests formerly engaged in the glass business at Fostoria, O., has started the remodeling of the former plant at Saginaw of the Michigan Glass Co., and it is said that operations will commence this month.

The United States Glass Co., has declared a dividend of one dollar per share on its capital stock, payable January 25.

A public subscription is being taken by business interests at Star City and Morgantown, W. Va., for the purpose of raising a fund to aid the directors of the Star Glass Co. in rebuilding its plant, recently destroyed by fire. So far close to \$15,000 has been subscribed. Plans of the company, as outlined at present, call for the erection of an absolutely fireproof building at a cost of not less than \$125,000. Not less than \$25,000 is to be raised to assist the company in this rebuilding programme, and thereby insure its retention at Star City. Insurance of about \$57,000 will be collected by the company. The movement to raise the bonus is being backed by the Board of Trade and Business Men's Association of Morgantown.



New Martinsville, W. Va.

The Chamber of Commerce here has filed a protest with the Public Service Commission against the application of the Manufacturers' Light and Heat Co. for permission to withdraw its tariffs for industrial gas service and retire from the business of supplying manufacturers in this State with gas.

This action on the part of the gas company, it is declared in the protest, would work a great hardship on many citizens of New Martinsville, because it would cause the New Martinsville Glass Mfg. Co. to close down, thus throwing many persons out of employment. The glass company, it was stated, is preparing to produce its own gas, but will not be ready to do this for two or three months.

WONDERFUL CHINESE PORCELAINS.

THE Thomas B. Clarke collection of white glazes and single-color Chinese porcelains now on view at the American Art Galleries, and to be sold this week, is an imposing sight for collectors of æsthetic sensibility. The restraint of color and dignity of design in such a collection is a source of great satisfaction to the habitual gallery visitor, whose attention too frequently is distracted by conflicting colors and forms in motley exhibitions.

White glazes are often seen, of course, in exhibitions of Chinese porcelain, but the Chinese pieces very seldom are associated with the wares of other countries. In this collection, however, we find the beautiful old Leeds baskets, platters and pitchers, warm and creamy in tone; sturdy examples of the English salt glaze; Italian white faience in freer and nobler shapes, and a small French trinket holder, dwelling in harmony with the brilliant surfaces and unsurpassed technique of the Chinese white glazes.

The single-color pieces are of a quality to support the austere impression given by these many graded whites and occasional mirror blacks.

An extraordinary number of specimens are so nearly alike in form and size as to make groups of conspicuous beauty, arranged in separate cases with admirable attention to color combination.

In one case, for example, are mustard yellow, deep violet, and pea green glazes; in another are two superb coral red bottles separated by a turquoise bottle.

Another magnificent little group is like a resonant chord of music; at one end of the case is an ox-blood bottle, characterized in the catalogue as "one of the very finest vases of its type and without a flaw"; at the other end is another ox-blood of the same height and similar form, and only slightly less rich in color; between these range three bottles of turquoise, lapis, and starch blue, all beautiful specimens.

Again, a great bottle in mirror black with orange skin pittings is placed with a lapis blue bottle of varying color and also of orange peel surface.

A mammoth gallipot of fine clair-de-lune glaze is remarkable in size as well as in quality.

Going through the collection, on every hand specimens of particular beauty solicit attention.

If our flags were made of such reds and blues as the old single color Chinese porcelains and such whites

as the English glazes show it would not be so hard to fit into a decorative color scheme. As Dana Carroll remarks in his catalogue introduction, Mr. Clarke did something to quicken interest in such art ware by showing its helpful relation to furniture and paintings in the home.

There is an unselfish beauty in the simple reflections of light from the surfaces of these great jewels. Omar praised such wine jars for what they contained. But though all the wine of their century be poured out, their surfaces yet minister to the eye's thirst for color and curve.

OBITUARY.

JAMES M. UNIACK, a well-known cut glass salesman, died at his home in Boston, December 20th, aged thirty-seven. He had been in the business ten years, his last position being with the Hunt Glass Co., in whose employ he was when he died. He had not been in good health for two years.

Edward Miller, chief designer and head of the mold-making department of the Swissvale plant of the Pittsburgh Lamp, Brass and Glass Co., died at his home late last week after a brief illness. He was well known throughout the trade.

THANK YOU !

FOLLANSBEE, W. VA., Dec. 28.

Editor CROCKERY AND GLASS JOURNAL.

We wish to acknowledge receipt of the Holiday Number of the CROCKERY AND GLASS JOURNAL for 1917.

It is fully up to expectations, notwithstanding we can appreciate the many difficulties you must have experienced in having it up to your best standard.

We sincerely trust that you will continue to issue these numbers indefinitely. Yours truly,

C. H. BLUMENAUER.
President, Jefferson Glass Co.

LONDON, ONT., Dec. 29.

Editor CROCKERY AND GLASS JOURNAL.

Your Holiday Number reached me this morning. I am delighted with it.

Will you accept my heartiest congratulations, and most sincere good wishes for the coming year.

Yours faithfully,
R. E. DAVIS.
Pittsburgh Lamp, Brass and Glass Co.
of Canada.

A FINE SOUVENIR.

WE are in receipt of a fine framed lithograph of the H. C. Fry Cut Glass Co.'s plant at Rochester, Pa. It shows the extensive works of the company, with the surrounding grounds, in a very realistic manner.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

The most serious situation confronting pottery manufacturers just now is the inability to secure sufficient flint sand for immediate and future requirements. Flint forms quite a percentage of the raw clay body, and the lack of it is creating quite a problem. Shipments have been held up by the railroads not furnishing cars, and with the embargoes becoming more acute almost daily no one can predict when relief may be had. Flint mill operators in this district say the situation is unprecedented, and offer little hope for the future.

The cost of packages has been advanced ten per cent to the pottery manufacturers, although so far no advance has been made to buyers. The shortage of staves is the trouble. The package manufacturers are unable to get enough raw material from the sawmills to fill orders.

Among buyers here of late were Morris Bergman, New York; Jack Winter, of the Restaurant China Co., Chicago; Mr. Korten, of Korten Bros. Co., Chicago; Mr. Dove, with E. B. Adams, Washington, D. C.

John Stamm, factory superintendent for the D. E. McNicol Pottery at Clarksburg, W. Va., has resigned as a member of the Central Board of Education here.

Pottery manufacturers here have been receiving many applications of late for positions as road salesmen—at one office a few days ago five coming in one mail. Fewer salesmen are now working out of this territory than ever before, and indications are that no new ones will be engaged during the first six months of this year, at least. It is said that less than fifteen now travel from this city.

"It is my opinion that before another year ends the principal decorations being offered pottery manufacturers will be white and gold and the simplest of color work," said a manufacturer this week. "There is no

use in trying to disguise the situation. Decal paper is scarce and hard to obtain. The pottery that has a large supply of decals on hand is indeed fortunate."

"A member of this house is serving with the United States Marines," reads a notice in the office of the Vodrey Pottery. This refers to William C. Rhone, erstwhile salesman, who is now stationed in Cuba. "Bill will have a job with us if he doesn't come back for ten years," said President John W. Vodrey.

Arthur Anderson, formerly engaged as a salesman for the Edwin M. Knowles China Co., has retired from that organization, and is now located in Philadelphia, his former home.

"The freight situation continues serious," said a shipping clerk here this week. The Eastern territory is suffering more than some Western sections. Merchandise has been packed in different potteries for Eastern cities, but none can be shipped.

There is not a pottery manufacturer in the Upper Ohio Valley who is not worrying over the possibility of many of his employees being called into the Federal service through the forthcoming draft.

The H. R. Wylie Co. are putting out as a souvenir a four-inch bust of Uncle Sam. The modeling is excellent.

There is a noticeable disposition among pottery manufacturers hereabouts to favor the Government whenever possible. Hotel ware prepared for the regular trade is being diverted to fill Government orders. An immense amount of business is being placed with the jobbing interests by the Quartermaster's Department, besides that placed direct. This action on the part of the pottery manufacturers agrees with the statement made by those who went to Washington several months ago and made it known that the pottery indus-

try stood ready to throw its entire production into Government channels if such was required.

* *

Zed T. Smith, salesman for the D. E. McNicol Pottery Co., of this city, has received the first letter from his son, Baird, who is a member of Battery B, Fifth Field Artillery, now "somewhere in France."

* *

Henry P. Knoblock, general manager of the Pottery Co-Operative Co., has returned from a business trip to Peoria and Chicago.

* *

President Homer J. Taylor, of the Knowles, Taylor & Knowles Pottery Co., has gone to Florida for a visit to his family.

* *

At a meeting held in Wheeling, W. Va., December 27, the organization of the \$500,000 Liberty Transit Co. was completed by the election of officers. This company will in the spring start the operation of a line of freight boats in the Ohio River between Pittsburgh, Pa., and Parkersburg, W. Va., and ultimately will extend the service to Cincinnati. The shipping of pottery from the East Liverpool district and glassware from the Pittsburgh territory will be heavy over this waterway. On the board of directors are W. Edward Wells, of the Homer Laughlin China Co., Newell, W. Va.; Charles A. Smith, of the Taylor, Smith & Taylor Pottery Co., Chester, W. Va.; J. W. Gill, of the Gill Bros. Glass Co., Steubenville, O.; S.M. Paul, of the Eagle Glass and Mfg. Co., Wellsburg, W. Va.; James Saunders, of the Fostoria Glass Co., Moundsville, W. Va., and J. H. Fry, of the H. C. Fry Glass Co., Rochester, Pa.

✱

The old Ott & Brewer pottery, just Trenton, N. J. over the Clinton Avenue bridge, which has been idle for the past five years, has been remodeled and put in up-to-date condition by the Cook Potteries Co., and is now awhirl with activity on orders for general ware and hotel goods.

NEW JAPANESE IMPORTING FIRM.

THE Pacific Importing Co., the well-known Japanese importing concern of Seattle, is about to establish a branch in New York, having leased the spacious salesroom just vacated by the Horace C. Gray Co., on the second floor of the Fifth Avenue Building. It is safe to say that some of the buyers here are already familiar with the company's goods, their sales staff having covered Eastern territory for the past four years. The firm was first established at Everett, Wash., but its rapid expansion necessitated removal to Seattle, where better facilities for handling a large business were obtainable. The concern imports a general line of "things oriental," and also carries stock.

The president of the company, George S. Aldrich, spends most of the year in Japan, and has established unusually strong connections there, enabling them to offer an extraordinary line of merchandise, as well as to give excellent all-around service. One of the concern's remarkable achievements is that in the face of the serious shipping situation they delivered all the business booked during the war. The New York office will be under the competent management of G. M. Lowman and J. Winkler, who have been associated with the company for several years.

BOTTLE PRICES TO ADVANCE.

THE outlook for glass bottle factories is not exactly rosy at present, says "The Glassworker." While there are plenty of orders and a good fair demand, there has been a let-down for all kinds of bottles, and the export business has practically vanished into thin air.

The lessening of business is largely traceable to railroad conditions, which have sadly interfered with deliveries and in the receipt of raw materials. Bottle factories have not escaped the coal shortage, and until the railroad situation clears up, no relief is in sight.

Some manufacturers take a decidedly pessimistic view, and the prediction was made this week by more than one well-known man that as the winter goes on bottle factories one by one will give up the fight and drop out of operation.

It is exceedingly difficult to get soda ash at present, the manufacture of which is also affected by coal shortage. A well-known bottle man declared this week that it would be an absolute impossibility for anyone to make a new contract for this necessary ingredient. Sand is also very difficult to obtain, partly due to the government's large requirements and the upset railroad service. The government is also using great quantities of caustic soda, and this lessens the supply of soda ash.

In spite of such discouragements, general business conditions are fair, and the troubles of manufacturers would be more endurable were it not for railroad embargoes, which seriously affect shipments, delaying them from four to six weeks at times.

That bottles will cost more next year is a foregone conclusion, owing to the constant advance in the cost of manufacture and the great difficulty of production.

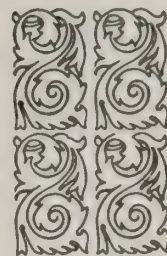
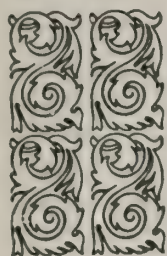
These conditions are reported as confined to no particular section, but are in evidence all over the country.

IN THEIR USUAL EXCELLENT STYLE.

THE Roessler & Hasslacher Co. always send out a handsome calendar. This year the picture is a reproduction of the famous "Children at a Well."

Pointers for Buyers.

Where Live Merchandise May Be Obtained.
Tips to Dealers Looking for Ready
Sellers.



AN ARTISTIC DESK SET.

The Pittsburgh Lamp, Brass and Glass Co. have just added another beautiful design to their attractive showing of desk sets. The pattern is Colonial and is decidedly effective in its simplicity of shape and plain surface, which are so charming in themselves that it needs no ornamentation. It comprises all the pieces that usually go to make up a set of this character, but, unlike several others made by this concern, does not include a lamp. It comes in a brushed brass finish.

DISTINCTIVE DECORATIONS.

The goblet illustrated below in sterling silver incrustated band and monogram is only one of many fine examples of high-class decorating turned out by Edmondson Warrin & Co., 49 Wooster street, in treatments that are quite out of the ordinary. Other decora-



tions in which the concern specializes are flat bands, Renaissance designs, incrustations in all widths in gold or sterling silver deposit on china and glass. Plates in hand-painted Sevres and Early English reproductions, novelties in transparent and enamel decorations on glassware, cut and rock crystal designs, as well as matchings of old decorations, are features of this concern.

ESPECIALLY GOOD FOR "SPECIAL SALES."

The popular-priced lines turned out by the Brush-McCoy Pottery Co. are well advertised as "The Lines That Sell In War Time." The concern not only knows the public requirements, but also how to cater to them, as is shown by their remarkable success. Their goods are of just the character the merchant likes to get hold of for special sales, and the satisfaction they give the user tends to contribute to the popularity of the store that sells them. In addition to a large array of staples they are making a lot of salable designs in jardineres, pedestals and novelties in art pottery. The complete line is on display at the local salesroom, 1140 Broadway.

DAINTY VENETIAN GLASSWARE.

A recent importation from Italy received by Koscherak Bros. brought one of the most interesting lines of Venetian ware that has been seen in the New York market in a long while. The glass shows the unique bubble, gold flake and cloudy iridescent effects of the old Venetian product, and the quaint shapes add materially to the attractiveness of the pieces. There are urns in all sizes, with fruit or flower handles, comports, a fetching little novelty in a combination fruit bowl and candy jar in an unusual deep pink color, cologne bottles with floral cluster stoppers, bon-bon dishes, decanters, candlesticks, and a variety of other articles combining utilitarian with ornamental features.

EASELS AND HANGERS.

The first of the year is a good time to go over the stock of fixtures on hand and check up what is needed in the way of brass and rubber-covered easels, plates and plaque hangers, display racks, etc. So much depends on the way goods are displayed that no merchant can afford to be without the most up-to-date means of showing them. Max Kaufman, 103 Broadway, Brooklyn, for years connected with Abels & Co., and now himself one of the most progressive manufacturers in the business, makes every conceivable style and size of fixtures for exhibiting china and glassware in new and attractive ways. Although prices of materials have advanced sharply, he is still quoting unusually reasonable figures for his product.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JAN. 3, 1918.

COMPLIMENTS are being showered upon us for our Holiday Edition. We are glad that our endeavors to produce an artistic, readable and instructive paper have met with so cordial a reception, and return thanks to our patrons, whose generous support enabled us to publish such a number.

NEW YORKERS had a taste this week of what the manufacturing towns are suffering, and it may cause them to have a little patience if their goods do not come forward promptly. The mercury went down to thirteen degrees below zero on Sunday—seven degrees lower than ever before known in this city. Many people were without coal, and gas pipes froze all over the city. Those who in ordinary times depend almost entirely on gas for cooking (and the number is very great) suffered acutely. On Monday office buildings in a number of cases were without heat and elevator service, and many firms gave up the attempt to do business. Wednesday saw no relief in the situation. As we go to press conditions look a little better, and another day will probably find things going on as usual.

THE GLASS TRADE'S FUTURE.

THE producing capacity of our glass factories is greater than the demand in ordinary times. Just now there is an extraordinary demand, occasioned largely by the lack of foreign goods. But this state of things will not last forever. Some of them are said to be catch-

ing up with their orders, and the time will come when there will be more glass made than can be consumed. What will the manufacturers do then? They can reduce their production—which will, because of overhead charges, make their goods cost more—or they can seek an outlet in foreign countries, particularly South America, where the American product is liked better than the German, although the prices have seemed exorbitant to consumers after the rates quoted for European glass. A market has already been made by a few American manufacturers, and others could get business if they tried.

It would be decidedly worth while to have an outlet for the surplus product, thus keeping the factories going at full speed and maintaining the low percentage of cost.

To those who have plants which in a few short years will possibly be looking for business we say: Begin now to study the requirements of foreign buyers. By the time you have learned the intricacies of the game the buyers will be at your doors.

Because there is plenty of of business now, and likely to be for months, don't forget that lean years are pretty sure to come. Don't rest easy because at the present moment you have more orders than can be taken care of. It may not always be so.

PERSONAL.

ONE of the very few buyers to put in an appearance between Christmas and New Year's was C. H. Hoagland, buyer for the Diamond Co., Providence, R. I., who spent last Thursday and Friday in this city replenishing stocks that were very much depleted by a tremendous holiday business. Mr. Hoagland has the reputation of being a very shrewd buyer; and when it comes to selling, if there is retail business to be had his departments are sure to get their share.



H. H. Schierloh, formerly with Geo. Borgfeldt & Co., has been added to the sales staff of Takito, Ogawa & Co. by the concern as their road representative through the East. He is now at work getting ready to depart on his initial trip, about the tenth of the month.



Charles H. Taylor returned the middle of this week from a visit to the S. A. Weller plant at Zanesville, O.



James H. Ackley, the well-known crockery merchant of Poughkeepsie, N. Y., has been appointed a member of the committee named by the mayor of that city to investigate the various forms of commission government and determine which of them shall be

adopted by the city. Twenty-four of Poughkeepsie's most prominent business men are on the commission, including President McCracken, of Vassar College. Mr. Ackley knew nothing of this signal honor until he saw the announcement in the press.



Harry G. Mills has engaged to travel for John J. Hines. Both parties are to be congratulated on making this connection. Mr. Mills assumed his duties January 2 and will make an early start on the road.



William Wagner, salesman for the E. W. Hammond Co., reported for examination on Thursday for entrance to the aviation corps training camp for officers.



Wm. M. Anderson, former head of the manufacturing department of the United States Glass Co., and who is still one of the directors of the concern, left for his home in Pittsburgh on Wednesday after he and his family had spent a week in this city enjoying the Christmas holiday.



A number of Langley Hawthorn's friends had the pleasure of shaking his hand on Monday, when he called at some of the local showrooms. He has finished his preliminary instruction in the navy and entered the training camp at Pelham on Wednesday, where he will prepare for a commission. He never looked better, and is very enthusiastic about the service.



E. D. Wetten, with the Libbey Glass Co., Toledo, O., spent the holiday with his family at Westfield, N. J. He had luncheon on Monday with his old fellow-salesmen at Dorflinger's, and was booked to leave for the West on Friday or Saturday of this week.



M. S. Benford left for Boston with his "Wazes" on Tuesday. He will remain there the balance of the week, and then go to the Pittsburgh Exposition.



A. R. Willauer, buyer for L. Samler, Lebanon, Pa., arrived in town on Monday. He is registered at the New Grand Hotel.



H. Benedikt expects to leave on Sunday to spend several days at the show in Pittsburgh, after which he will visit the factories he represents here.



Louis Klayf, buyer for Bloomingdale Bros., leaves on Tuesday to inspect the new goods at Pittsburgh.



Leonard Stock, Jr., son of the salesman of the same name with H. C. Kupper, who enlisted in the

Naval Reserve some months ago, came to New York from Newport on Wednesday on a forty-eight hour furlough, bringing the news that he had been promoted to the rank of ensign in the regular navy.



Max Strensch, accompanied by C. F. Patton, leaves on Sunday for Pittsburgh to take charge of Koscherak Bros.' exhibit at the Fort Pitt Hotel.



F. J. Challinor, of the United States Glass Co.'s local sales staff, leaves on Friday for a visit to the Pittsburgh show.



Lieut. Lambert Dorflinger, of C. Dorflinger & Sons, now at Camp Dix, expected to get a furlough over the holiday, but a case of measles developed in the barracks, and instead of coming home he was quarantined for two weeks.



E. W. Hammond returned Wednesday from a visit to the Knowles, Taylor & Knowles plant, East Liverpool.



Other buyers in town were T. H. Mathews, for Sheehan, Dean & Co, Elmira; F. J. Rively, for Wm. F. Gable & Co., Altoona, Pa.; L. E. Nelson, for Centraj Crockery Co., Syracuse; E. A. Doyle, Lynn, Mass.; C. W. Conant, for Porteous, Mitchell & Braun Co., Portland, Me.

THE PITTSBURGH EXPOSITION.

THE early part of the week was largely devoted to opening and arranging samples. In many instances barrels and crates were slow in being delivered, on account of the freight congestion, and this delayed the arrangement in a number of rooms. It is expected, however, that by Monday the Exposition will be in full swing. Following is a complete list of exhibitors:

Room	Firm	Representative
700	Hunt Cut Glass Co	H S Hunt
702	Smith-Phillips China Co	E W Clinton
704	Diamond Glass Co.	H W Thomas
706	Lancaster Glass Co.	L P Martin
708	Indiana Glass Co	{ G W Haskell H L Kelly
710	Mayer China Co	A E Mayer
712	Empire Cut Glass Co	{ C P Schuller H C Fry Cut Glass Co
714	Taylor, Smith & Taylor Co	C E Taylor
716	Paden City Glass Mfg Co	David Fisher
718	Steubenville Pottery Co	H D Wintringer
720	L D Bloch & Co, New York	H Bigart
724	Beaver Valley Glass Co	Alex Fraser
726	Brush McCoy Pottery Co	F H Vaughn
728	Cambridge Glass Co	W C McCartney

- 739 Duncan & Miller Glass Co. . . { Jos C Rent
A A Graeser
740 Economy Tumbler Co. S P Kenny
742 S Herbert Cut Glass Co. E E Hamblin
743 McKee Glass Co. Frank C Branum
773 Carrollton Pottery Co. Mr Tuttle
776 West End Pottery Co. J P Curry
778 A H Heisey & Co. C G Cassell
780 Ideal Cut Glass Co. F L Morecroft
784 Crooksville China Co. H K Connor
785 Phoenix Glass Co. H B Whitney
788 M S Benford, New York.
790 Lazarus & Rosenfeld. Geo W Brownley
792 Geo F Bassett & Co. W F Ellison
794 McKenna Cut Glass Co.
796 Frontier Cut Glass Co. J S Weir
639 S A Weller Pottery Co. G H Woodworth
640 United Cut Glass Co. Sam Neuwirth
642 Jones, McDuffee & Stratton Co. . Jas P Gordon
643 Fenton Art Glass Co. R C Fenton
671 A E Hull Pottery Co. { V D Kinnam
G W Springer
673 Steinfeld Bros, New York. . . . Milton Jones
676 Vodrey Pottery Co. T A Copperstone
678 Mitchell, Woodbury Co. Robt W Corey
679 Corona Cut Glass Co. C B Kishler
684 Hall China Co. F I Simmers
685 M Herbert Co, New York. . . { Sam Neuwirth
Mr Robinson
688 Southern Potteries. { J W Mackey
E J Owen
690 The Hocking Glass Co. I W Collins
692 Jno B Higbee Glass Co. Ira M Clarke
697 The Novelty Mfg. Co. H A Joffre
696 Camden City Cut Glass Co. . . Mr Priestly
538 Royal Metal Mfg Co. M J Eiseman
539 The West Bend Aluminum Co. . Jas E Flanagan
540 Sunshine Cut Glass Co. . . . { C F Reddrop
C R C Brown
541 George H Bowman Co. Charles S Ellis
543 Louis Levien, New York. . . .
544 D E McNicol Pottery Co. Jack Patterson
585 Robichek Co., New York . . . H S Peron
439 Central Cut Glass Co.
440 The Output Co. { F B Tinker
Anco Silver Co.
441 Westmoreland Specialty Co. . R B Reineck
485 David Saunders, Chicago. . . .
444 Koscherak Bros, New York. . C F Patten
339 McKenna Bros, New York . . C T McKenna
385 Sebring Pottery Co. E J Benjamin
341 Mohawk Clay Products Co. . . L J Wilson
342 Old Colony Cut Glass Co. . . . Harry I Magid
344 Limoges China Co. Will A Rhodes
239 E. & J. Bass, New York. . . .
240 Liberty Cut Glass Co. C A Wiedemann
241 Ebling & Reuss, Philadelphia O Janssen
244 Figueroa Cut Glass Co. John T Rothfus
128 D C Jenkins Glass Co. { H C Jenkins
F M Drumm
129 Bryce Bros. Co. { W H Duvall
Kirk Bryce
137 Co-Operative Flint Glass Co. . W A Reaper
621 United Novelty Co. Mrs B Heuman
844 Quaker City Cut Glass Co. . . . A F Lemcke

- 841 S W Farber, Brooklyn, N Y. . .
840 Wheeling Decorating Co. . . . { E D Otto
F Thurn
839 National China Co. E E Wilgus
939 John J Hines, New York. . . .
940 Aluminum Goods Mfg. Co. . . . J O Coleman
944 Potters' Co-Operative Co. . . { W E Owen
H P Knobloch
1044 Empire Lamp Mfg. Co. M V Simpson
1039 The Crystal Co. { Mrs. Bennett
Miss Bennett
1040 The Susquehanna Cut Glass Co. T W Hamilton
1041 Kiefer Bros. Cut Glass Co. . . .
343 Bonita Art Glass Co. Otto Jaeger
385 Cataract Cut Glass Co. A H Sharpe
694 Cut glass. F J Classen
1042 Macbeth-Evans Glass Co. . . . J M Collins
H E Rainaud Co, New York. . .
Hirsch-Malgood Co. J Hirsch

COLONIAL HOTEL.

- Parlor B. A L Tuska Co. H H Thomas

HOTEL ANDERSON.

- 200 D E McNicol Pottery Co. . . . H A Longstreth

CITY SHOWROOMS.

- Atlantic Glass Co, 222 First avenue.
H A Tanner, 702 Second National Bank Building,
Ninth street and Liberty avenue.
Kinney & Levan, Century Building, Sandusky street.
Pittsburgh Cut Glass Co, Phipps Power Building,
Duquesne Way.
Charleroi Decorating Co and Pennsylvania Glass Mfg
Co, Anchor Bank Building, Smithfield and Diamond
streets.
Macbeth-Evans Glass Co, Chamber of Commerce Bldg,
Liberty avenue.
Mortimer Glass Co, Oliver Building, Smithfield street.
Frank M. Milliken, 209 Sandusky street.
Oriental Glass Co, Eighth and Sarah streets, South
Side.
Pittsburgh Lamp, Brass and Glass Co, Century Build-
ing, Sandusky street.
Phoenix Glass Co, Second National Bank Building,
Ninth street and Liberty avenue.
Silicon Glass Co, Wabash Building, Liberty avenue.
United States Glass Co, Ninth and Bingham streets,
South Side.
Robert Rawsthorne Engraving Co, 304 Penn avenue.

RECENT CUSTOMS DECISION.

COLORLED bamboo lamp shades, imported by Mori-
mura Bros., of this city, were the subject of a cus-
toms controversy determined by the Board of General
Appraisers in favor of the importers. Duty was levied
on these articles at the rate of 25 per cent ad valorem
under paragraph 175 of the Tariff Act of 1913. The
board holds, in an opinion by General Appraiser McClel-
land, that duty should have been assessed at the rate of
but 15 per cent ad valorem under paragraph 176 of the
existing tariff law.



How Long Do You Wait for Your Money?

You are probably always eager to discover additional ways to increase your available supply of working capital or speed up the rate of turnover on your money—and particularly so now that war taxes payable in cash will be falling due, just at a time when probably the increased cost of goods requires increases in working capital accounts. Trade acceptances are doing as much for an increasing number of concerns—and this article sums up the experience and method of twenty-three of perhaps the most successful among them.



“TRADE acceptance” is a term used to designate a certain kind of negotiable paper made between the buyer and seller of merchandise. The seller sends it to the buyer, usually with the invoice, made out in the amount of the customer’s indebtedness for the merchandise; and the paper becomes negotiable when the buyer writes his “acceptance” across the face. He returns it to the seller, who can hold it for collection at the due date, or discount it and receive his money at once. The main purpose of trade acceptance is to liquefy the money commonly tied up in open accounts.

This article is an attempt to gather together the practice of users of trade acceptances in various lines of business, for there are a number of points on which there might easily be a difference of opinion, writes Maurice T. Fleisher in “System, the Magazine of Business.” In theory the trade acceptance is as simple as making out an invoice for a domestic shipment. In practice there are a number of forms, differing in detail, though they commonly adhere fairly closely to the standard form of the Federal Reserve Bank.

We wrote some sixty letters to users or suspected users. With the letter went a printed slip on which the answers might be indicated by check marks. Space was left for comment or additional information.

Before discussing in detail the replies received, I wish to quote from a letter recently received that indicates some reasons why it seems unusually important now to employ such means as may prove practicable to render liquid as much of our capital as we can. The letter is written by the president of a manufacturing concern that has used trade acceptances for several years. He says:

“It is estimated that in this country approximately \$4,000,000,000 of capital are normally tied up in dead ledger accounts. To the extent that this enormous volume of inert capital is converted into self-liquidating trade acceptances available for rediscount at the Federal Reserve Bank we may replace capital diverted to war purposes.

“In this connection it must be remembered that before the first of next June nearly \$3,000,000,000 of taxes must be paid out of the profits of business for 1916. Judging the future by the past, a majority of business

men will not be likely to set aside ahead of time the funds necessary to meet these taxes. In fact, it is more likely that such funds will be merged with permanent or working capital in plant, merchandise, or accounts receivable.

“Manifestly, such assets are not readily converted into cash needed for the payment of these taxes. Consequently, those who have not made proper financial preparation will have to turn to the bank for assistance. But at that time banks may be unwilling, or perhaps unable, to assume the burden. To meet such an emergency merchandise may be sacrificed or accounts receivable ‘hocked’ at outrageous rates.

“Trade acceptances will help to assure a definite income for meeting obligations at definite times. They may be readily discounted at the bank in practically unlimited volume because the bank may, in turn, rediscount them at the Federal Reserve Bank without limit.”

To consider, then, the results of our investigation of the firms addressed, twenty-three answered affirmatively the first question, “Have you used the trade acceptance?” And the same number answered “yes” to the second question, “Are you now using them?” Evidently none who had found them impracticable. It might be mentioned here that, while authority was granted to member banks of the Federal Reserve less than two years ago to discount domestic trade acceptances, several concerns said they had been using them in closing accounts as long as four or eight years.

The third question, “Do your customers receive them well?” brought out an unqualified affirmative answer from sixteen concerns; and the reply “Some do and some do not” from six more. Not one indicates an intention of abandoning acceptances on account of objections. Judging from the replies I have received from customers of my own when I requested them to accept, I am forced to the conclusion that objections are usually based on a lack of understanding of just what a trade acceptance is. Naturally, it is not difficult to clear up this point for them.

One of the users wrote, in reply to this question:

“We inaugurated the use of trade acceptances in our business almost four years ago, and for a long time

we found that many buyers were decidedly averse to closing their accounts with 'notes,' as acceptances were often improperly called.

"We undertook a campaign to educate our customers; and our own efforts, supplemented by those of the National Association of Credit Men and other organizations, has brought about a clearer understanding of the real character of the new instrument.

"We now have little difficulty in inducing our customers to 'accept,' particularly as we give a special trade acceptance discount to them."

SOME COMMON ARGUMENTS AGAINST THEM.

Many of the concerns, in their replies, indicated that they experienced some difficulty at the start in introducing trade acceptances. One man summed up thus the objections met in his concern:

"1. Misunderstanding of the character of the trade acceptance, and confusing it with notes.

"2. Ungrounded fear of the buyer that the giving of acceptances would reflect on his credit at his own bank.

"3. Unwillingness of time buyers to assist the seller in effecting the economy when the buyer himself did not enjoy any special benefit.

"4. Reluctance of certain classes of houses to close their accounts when by so doing the door was closed on unjustified claims, the taking of unearned discount, unwarranted return of goods, and other abuses.

"5. Inquiry among a large number of our customers developed the fact that when our request was laid before the banker the new method was 'damned with faint praise,' and in many cases the buyer was directly advised not to accept."

To the fourth question, "Do you make acceptance a condition of sale?" the replies were "yes" six, and "no" eighteen. The six who replied affirmatively also answer negatively—an apparent paradox that is easily explained by the statement that sometimes they insist on the trade acceptance and sometimes they do not. To some of my own customers, for instance, I will not extend credit under any other condition, on account of rating, poor methods of payment, or the unusual amount of credit asked.

"Do you send them out with all invoices?" is the fifth question. Only one concern answered "yes"; nineteen answered in the negative. This one concern is a sawmill in the Middle West which has an unusual plan. Another concern sends trade acceptances with invoices only to new customers, and to customers with whom they have discussed the matter in advance.

It is the general practice among the concerns investigated not to send acceptances to customers who are in the habit of discounting. This was brought out by the answers which I received to the next question, No. 6.

Until I sent out this questionnaire, I thought that acceptances were not frequently issued for amounts less than \$100. Much to my surprise, the majority of

houses answering the question stated that they do issue them under \$100. For small, frequent shipments it will undoubtedly become the custom to issue one piece of paper on the first of the month to cover all of the previous month's shipments.

Explanatory literature about trade acceptances, sixteen concerns say, goes to their customers. It may fairly be presumed that all of the concerns take up the matter with their customers beforehand in some way. In some concerns the salesmen explain the plan to customers, and one credit manager says that he himself actually covered the territory of each salesman, to develop friendly relations and explain the trade acceptance.

Continued on page 22.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

Special Notice.

THE CROCKERY BOARD OF TRADE OF NEW YORK,
NEW YORK CITY, December 20, 1917.

Notice is hereby given that the annual meeting of the stockholders of The Crockery Board of Trade of New York for the election of four trustees for the ensuing three years, and for the election of officers for the ensuing year, will, in accordance with the by-laws of the corporation, be held at the Hardware Club, New York City, on Wednesday, January 9 1918, at 12:30 o'clock, p.m.

By order of the Trustees,
L. S. OWEN, Secretary.

HELP WANTED.

SALESMAN wanted to represent large manufacturer of high-grade, popular-priced cut glass line. The entire South and part of the Middle West. Trade already established. Address, with full information and references, B. D. J. Co., this office.

SITUATIONS WANTED.

ENGAGEMENT WANTED.—Hustling young married traveling salesman open for engagement after January. Have been in housefurnishing game all my life. Five years on road selling china and glass, enameled and tinwares, woodenware, etc. New York and Pennsylvania preferred, having following among jobbing, department and variety trade; but willing to go elsewhere. Address A 154, this office.

FOR SALE.

VITRIFIED PHOTOGRAPHIC PROCESS, various colors, on or inside glass and glazed surfaces; practical, simple, economical; adapted to manufacturing, on large scale, panel centers to supply stained glass trade, church windows, and for other decorative purposes on glass; memorials for perpetuating exact likenesses of eminent personages; most permanent; last thousands of years. NEVAC, 455 West Forty-seventh St., New York.

TO BE SOLD AS A RUNNING CONCERN—A well-equipped pottery in New Jersey. Two biscuit and glaze and two decorating kilns, now making a line of hotel goods and specialties in semi-porcelain and china. Plenty of orders on books. Good reason given for selling. This is a rare opportunity for a good, live business man. Apply S. B. T. M., this office.

Theodore Haviland

Limoges.
FRANCE.

THEODORE HAVILAND & CO

200 FIFTH AVENUE



NEW YORK



THE FIFTH AVENUE BUILDING

SUITE 316



MADISON SQUARE



The eighth question read, "Do you send any explanatory literature to your salesmen?" Only eight answered "yes." Most of the others have taken the matter up with their sales representatives in some satisfactory manner, either by letters or by personal contact, individually or in convention. One house, it is true, because of peculiar circumstances, does not discuss the matter with its men in any way.

A little more than half of the users discount the trade acceptances on receipt. The others hold them until near maturity, then place them through their banks for collection. One or two concerns send them direct to the bank indicated by the acceptor. Those concerns that do not have their acceptances discounted

probably have that in mind as a potential advantage, and would do so if they needed the money. Only four concerns issuing acceptances under \$100 are discounting them—probably because many banks are not yet fully prepared to purchase small acceptances, as in Europe, where they run as low as \$1 each, and where the average—at least in France—is about \$5.

Question No. 12 reads, "Do you allow an extra discount to customers for accepting?" The problem is arousing a great deal of interest, those who are opposed to the practice taking a very firm stand. Nine concerns that replied allow from $\frac{1}{2}$ to 1 per cent; but one of the nine intends to cut out the premium in the

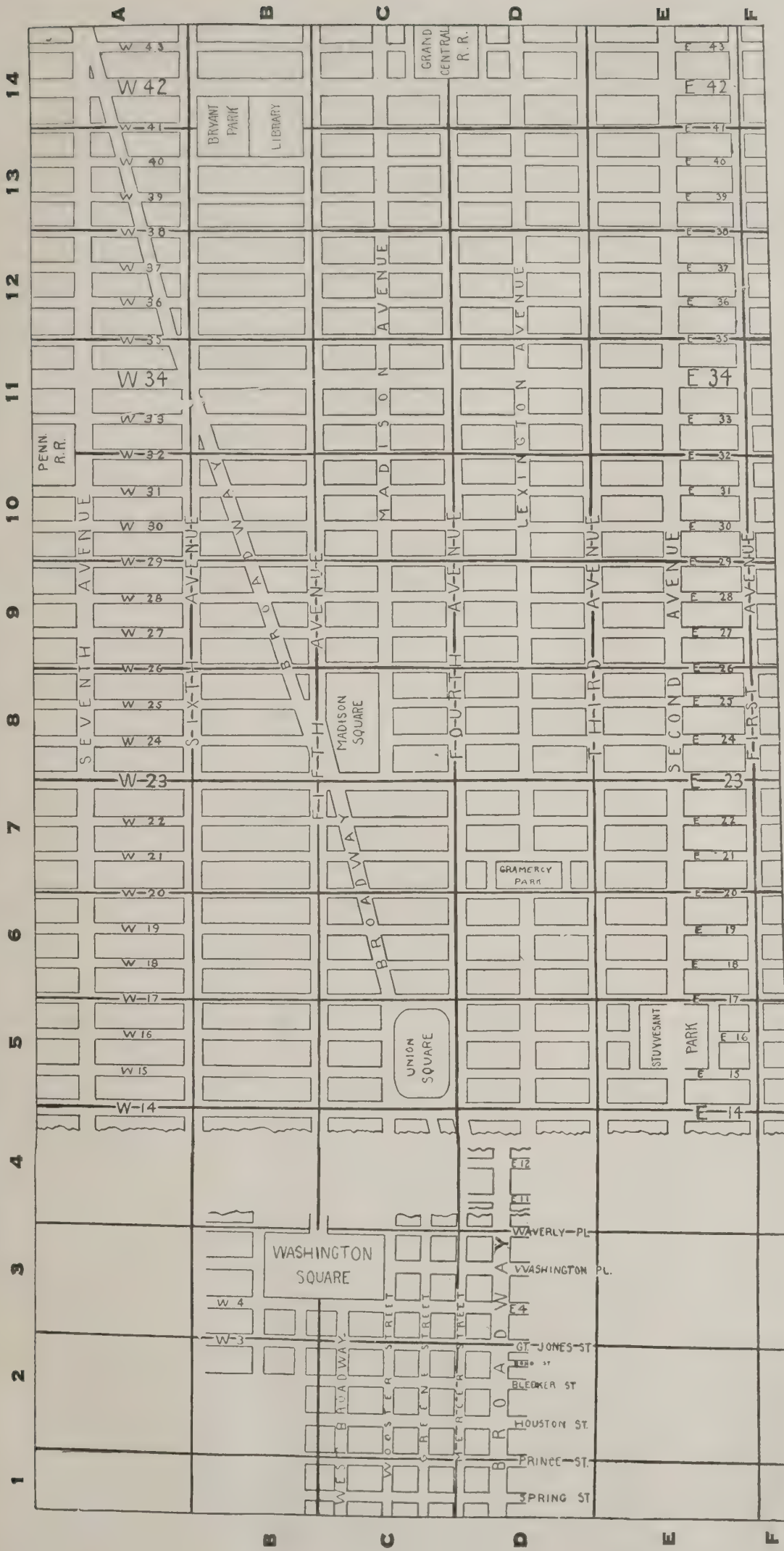
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Locations of Firms in the Downtown District.



Bassett, G. F. & Co., 72-74 Park Place....	B 3	Goetz, O., 43 Murray St.....	C 4	Redon, M., 25 W. B'way.....	C 3
Bernardaud, L., & Co., 46 Murray St.....	C 4			Roessler & Hasslacher, 100 William St...	F 2
Bonita Art Co., 50 Park Place.....	C 3	Honesdale Decorating Co., 36 Murray St.	C 4	Straus, L., & Sons, 42-46 Warren St.....	C 4
Davison, John, 14 Barclay Street.....	D 3	Kupper, Herman C., 52 Murray St.....	C 4	Tarentum Glass Co. 25 W. B'way.....	C 3
Dorffinger, C. & Sons, 36 Murray St.....	C 4			Tharaud, Justin, 25 W. B'way.....	C 3
Duncan & Miller Glass Co., 92 W. B'way.	B 4	Maddock & Miller, 54 Murray St.....	C 4	Vogt & Dose, 65 Barclay St.....	B 3
Drakenfeld, B. F. & Co., 50 Murray St..	C 4	Miller, Edward, & Co., 68-70 Park Place..	C 4	Williamsburgh Flint Glass Co., 96 Park Pl.	A 3
Friedlaender, Oscar C., 40 Murray St....	C 4				

Locations of Firms in the Uptown District.



American Import Co., 220 Fourth ave.....	C-6	Imperial Art Glass and Lamp Works, 205 W 19th.....	A-6	Pittsbn. W. S., 104 Fifth ave.	B-5
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Benedikt, H., 7 W. 23d.....	B-7	Noe, Wm. R., & Sons, 53-55 W 21st.....	B-7	Torlotting, E., 35 W 23d.....	C-6
Cox & LaForty, 1140-1146 Broadway.....	B-9	Pairpoint Corporation, 43-47 W 23d.....	B-8	Takito, Ogawa & Co., 101 Fifth Ave.....	C-6
Cambridge Glass Co., 49 W. Twenty-third.....	B-8	Phoenix Glass Co., 230 Fifth ave.....	B-9	United States Glass Co., 24th St. & B'way.....	B-8
Deft Croix, C. I., 19 Madison ave.....	C-8	Plume & Atwood Mfg. Co., 30 E 42d.....	C-14	Venon, J. H., Inc., 104 Fifth ave.....	B-5
				Wedgwood, K. L., 133 Fifth ave.....	C-6

future, and will also attempt to make acceptance a condition of sale.

My own thought on this subject is that one of the important points in favor of the trade acceptance from the wholesaler's point of view is the ability to discount in order to secure immediately the money invested in the merchandise. Our regular terms on open accounts are 2 | 10 or 1 | 10-60. We are allowing 1½ per cent for a 60-day acceptance, on the theory that this additional discount is made up to us by the fact that on open accounts we pay 2 per cent for our money in 10 days.

Those who can bring their customers to understand the benefits of the plan to the business community are possibly wise in retaining to themselves the results of turning their capital more frequently, reducing their borrowings, and lowering their discount rate; for one of the strong arguments in favor of trade acceptances is

that they will sooner or later reduce prices. Right now is when the average merchant wants his prices reduced.

One correspondent, writing very fully on the subject in reply to the questionnaire, said: "Almost every article that I have read on this subject has stated that some concession should be allowed for signing the acceptance, and I think this is going to get us into trouble in the future, just as the cash discount has."

One man who replied, however, says:
"Realizing the substantial advantages to ourselves arising from the use of trade acceptances, we have considered it wise to offer a 'special acceptance discount' to our customers. In reaching this conclusion we not only considered the interest of our own business, but paid some regard to the intent of the Federal Reserve Act."
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CROCKERY and GLASS JOURNAL

NEW YORK, JAN. 10, 1918.

THE PITTSBURGH EXPOSITION.

NO end of trouble was experienced by salesmen who planned to open their displays last week because of the loss of their samples. In one instance only six packages in a shipment of nineteen had been received up to Saturday. Other cases were cited where packages which were started as early as December 15 have been lost. Those sent by express were not delayed so much. In fact, most of them came through in very good time. It was Wednesday of this week before the Exposition got fairly under way.

Not as many new creations are shown as in 1917. More lines of cut glass are displayed, and not as many lines of pottery. Housefurnishings are in greater offering than in former years.

A fairly good number of buyers arrived on Monday. After spending a day or so in Pittsburgh the majority went on to East Liverpool.

Prices generally are firm, and a good business is being done, quick shipments being requested in almost every instance.

News of the death of Edward Minnemeyer, a well-known glass salesman, was learned with regret at the Ft. Pitt Hotel by many friends. Of late he had been associated with his brother, Walter Minnemeyer, in the manufacturers' agency business in Chicago, and had been ill only a few weeks.

Although the United States Glass Co. is making no exhibit except in its permanent sample rooms at the general offices on the Southside, Dave Prosser is maintaining his headquarters in the Ft. Pitt Hotel as usual. "We're using taxicabs this season to take buyers across

the river," he said, "as the street car service is so poor."

About twelve years ago J. H. Johonnot opened a line of cut glass at the Monongahela House just as a trial. His lead was followed by others, until to-day the annual exposition is made up largely of cut glass lines.

Edward W. Clinton is in charge of the display of the Smith-Phillips China Co., which was the first exhibit opened, being completed on the evening of December 31. A very generous display of the dinnerware patterns is being made, the features being the new "Trinidad," a silver pattern on the Dolly Madison shape, and the "Flavia" treatment, which is a reproduction of a noted French pattern, and shown on their Princess shape. In all thirty-three new patterns are being shown this season on these two shapes.

A complete assortment of high-grade housewares and novelties is to be seen in the display of the Royal Metal Mfg. Co., in charge of J. N. Eiseman. Included in the exhibit are plateaux, mirrors, casseroles and other specialties.

The Duncan & Miller Glass Co. has added several items to its No. 91 line this season, and in the No. 29 plain line, which consists of bowls, nappies and berries, there are also additions. Several new handled baskets and candlesticks are on display. The exhibit is in charge of A. A. Graeser and Joseph C. Rent.

No new items are shown in the display of the D. C. Jenkins Glass Co., in charge of Howard C. Jenkins

and Mr. Drumm. The exhibit consists of a full line of hotel tumblers and goblets, fish jars and confectionery glassware. Two rooms are occupied.

W. A. Reaper is showing the lines of the Co-operative Flint Glass Co., Beaver Falls, Pa. The soda fountain line of opal and crystal glass is largely in evidence this season, together with fish globes, tanks and aquariums. A line of vases is displayed, together with general items in glass. This concern is featuring the soda fountain line more extensively than ever before.

Numerous novelties in art pottery are on view from the S. A. Weller plant, the exhibit being in charge of G. H. Woodworth. An interesting specialty is a new fish globe stand, shown in several designs. Hand-decorated flower baskets are also new creations. A complete assortment of jardinières, umbrella stands, and a new line of decorated garden pottery is shown.

Two leading features of the Cambridge Glass Co.'s display are gold-encrusted decorations and transparent encrustations—the latter also to be had in a mother-of-pearl finish. The line includes jugs, vases, footed comports, nappies, water sets and other special pieces. Several new light cut designs with gold band and line treatments are featured in crystal glass.

Only one new underglaze print border pattern is shown this season on the vitrified hotel china dinner ware of the Mayer China Co., whose line here is being displayed by Arthur E. Mayer. All of the popular patterns of last year are on view.

The full line of vitreous fireproof cooking ware of the Hall China Co. is shown by F. I. Simmers. The line has had but few additions during the past year. A larger room is required to show these samples than heretofore.

Dinnerware exclusively is shown by the Crooksville China Co., whose display is in charge of Herbert K. Connors. Several new border patterns are included in the exhibit, while the favorite patterns of last season are also being shown. No specialties are on display.

J. O. Coleman, Eastern sales manager for the Aluminum Goods Mfg. Co., is showing a very complete line of "Mirro" aluminum goods.

The lines of the H. C. Fry Glass Co. and the Empire Cut Glass Co. are in charge of Charles P. Schuller. Both are arranged in the same room, and include the most recent cuttings of the factories.

C. A. Weidemann has made a very attractive display of "Silver-Tinge" cut glass from the Liberty Works, Egg Harbor, N. J. The line consists of jugs, vases, nappies, comports, and many special pieces, all of

which are to be had in combination floral and mitre effects. This concern has just opened a New York office in room 305 Fifth Avenue Building.

The largest display of teapots ever made here is that by W. F. Ellison, for George F. Bassett & Co. In addition to these the exhibit includes many new dinnerware patterns.

Six new dinnerware patterns are shown on the "Melba" shape of the Vdrey Pottery Co., whose exhibit is in charge of Thomas A. Copperstone. A line of cuspidors is also on display.

The McAnulty Co., of Chicago, sales representatives for several lines of aluminum ware and specialties, opened here late this week, in charge of H. A. McAnulty. A complete line of aluminum ware and aluminum specialties is handled by this concern.

Buyers visiting the market during the last few days are as follows:

Thomas A. Neely, for the Strouss-Hirschberg Co, Youngstown, O.
Alva Davis, of G W Davis & Co, Rochester, N Y.
Mr Newman, of Redlick & Newman Co, San Francisco.
F F Debolt, East Liverpool.
Mr Murray, of the Frontier Glass Co, Buffalo, N Y.
Andrew Moser, with Auerbach Co, Salt Lake City.
Silas Ichenhauser, of Ichenhauser Co, Evansville, Ind.
J L Bayless, of Bayless Bros, Louisville, Ky.
J H Harris, Kaufmann Department Store, Pittsburgh.
C E Hofman, New York Store, Indianapolis.
Lee Schoenthal, Gimbel Bros, New York.
Carl R Hoffman, W M Whitney & Co, Albany, N Y.
A J Cline, Dives, Pomeroy & Stewart, Harrisburg, Pa.
Herman A Kline, Watt & Schand, Lancaster, Pa.
R J Calm, Dives, Pomeroy & Stewart, Reading, Pa.
Miss Mash, Batterman & Co, Brooklyn, N Y.
F S Stearns, Meakin, Packard & Wheat, Springfield, Mass.
Charles Smith, Brown, Thompson Co, Hartford, Conn.
B G Twitchell, Callender, McAuslan & Troup, Providence, R I.
Miss A Buller, Almy's, Ltd, Montreal.
E A Brillinger, J G McCrory Co, New York.
Joseph Donovan, Robertson, Sutherland Co, Lawrence, Mass.
Mr Evans, J N Adam Co, Buffalo, N Y.
H P Hunt, H P Hunt Co, Boston.
L A Crain, Snellenburg Co, Philadelphia.
George Lobsitz, Hahne & Co, Newark, N J.
Mr Follett, Ellis Bros, Toronto.
Mr Boyle, Toronto-European Agencies Co, Toronto.
Arthur Lit and Henry Goodman, Lit Bros, Philadelphia.
George L Hooley, Wm Hengerer Co, Buffalo, N Y.
Richard E Tongue, R E Tongue & Bros Co, Philadelphia.
B O Chapman, Ogden, Greer & Chapman, Minneapolis.
Jesse H Birn, Henry Birn & Son, New York.
Otto Goetz, New York.
Robert A May, George Phillips & Co, Montreal.
Ralph B King and L B Thomas, L B King & Co, Detroit.
Thomas H Stackpole, Greenhut Co, New York.
Walter Stanton, D G Stewart Co, Boston.

W B Briggs, with Sibley, Lindsay & Curr, Rochester, N Y.

Meyer Greenberg, Homestead, Pa.

J Kornfelder, Kaufmann & Baer, Pittsburgh.

T A Keller, Denholm & McKay Co, Worcester, Mass.

Julius Hertzberg, S Kahn & Sons, Washington, D C.

W C Newland, Borgfeldt & Co, New York.

C C Reed, C Reed Co, Baltimore.

Mr Wilton, Nerlich & Co, Toronto.

Mr Urquhart, Gowans-Kent Co, Montreal.

Maurice Caro, Mitchell, Woodbury Co, Boston.

John S Ling, with Mandel Bros, Chicago.

W H Childs, Jones, McDuffee & Stratton Co, Boston.

I Leopold, Baltimore.

AT CHICAGO.

EARLY in the week this city was visited by the most terrific snowfall in seven years, and for the time being trade was paralyzed. Otherwise business is entirely normal for the season. There is a general feeling in the trade that with the railroads untangling themselves under the strong hand of federal ownership deliveries will be made more promptly within the next few weeks.

There is more talk of the formation of a local organization of crockery and glass men, and it is probable that a little later on there will be a meeting for the consideration of this plan. For various reasons the first attempt to form an organization of this sort, made several years ago, was a failure. However, the members of the trade have learned by experience, and will not make the same mistake twice. If no commercial association is formed it is probable that a social organization, meeting once a week during the noon hour at one of the down-town restaurants or clubs, will result. On the part of some members of the trade there is a great deal of enthusiasm for this enterprise, and it is almost certain that something will be done before spring.

The Larned-Marshall Co., which was organized recently by R. V. Larned and Hayden Marshall, has decided to discontinue business, according to a statement by Mr. Larned this week. The latter has moved his family to Chicago from Lansing, Mich., and expects to remain in the city provided he can make the right sort of connection. Mr. Marshall's plans are uncertain.

The trade here was shocked last week to learn of the death of Edward G. Minnemeyer, Jr., from illness contracted while undergoing training in the U. S. Aviation Corps at St. Louis. He had heard the call of his country, and although he had served in the Spanish-American War, again offered himself. For several years past Mr. Minnemeyer had been connected with his brother, Walter G., in the representation of factory lines. The funeral was in charge of the Knight

Templars, of which the deceased was a prominent member. Mr. Minnemeyer had been in the best of health until a few weeks ago.

Charles Kroncke, Frank White and Tom Richardson, salesmen for the Gragg-Mielke Co., left last week on their first road trips of the year. Dan Mielke spent a part of the week in Milwaukee.

Frank B. Tinker, who has been ill with lumbago for several days past, has now recovered and will be at the Fort Pitt Hotel, Pittsburgh, with his lines the latter part of the week.

Dave Saunders, factory representative, has left for Pittsburgh, and will spend practically the entire month in that city.

Walter S. Redfield, representative of A. H. Heisey Co. and S. A. Weller, has left on an Eastern trip. He will visit both factories and then proceed to Pittsburgh and New York.

J. Milton Rogers, of the Cambridge Glass Co., will leave in a couple of days on an Eastern trip.

FRENCH CHINA SMASHED IN TRANSIT.

THE French steamer St. Jean came into port last week with about 600 casks of French china. Nearly every French importer had some goods on board. Out of the lot a dozen or fifteen casks of fine goods were smashed to pieces, the debris being taken out of the hold with shovels. At this time, when there is such a demand, it is almost a calamity to have so much good ware broken.

THE SELLER NOT RESPONSIBLE.

WE have been requested to answer the following query: Has a buyer the right to cancel an order under the circumstances here related?

He ordered a quantity of goods by mail early in October, but gave no shipping directions. The day after the order was received the importer shipped the goods, using his best judgment in selecting the transportation company. The same day the invoice and bill of lading were mailed to the buyer. On December 21 the buyer wrote that the goods had not been received, and consequently cancelled the order.

Our opinion is that he has no right to cancel it. The receipt of the bill of lading was evidence that the goods had been shipped. The moment the transportation company signed that document it not only became

responsible for the goods, but also became the agent of the buyer, who must look to it for the goods or their equivalent in money. He should present his claim, and if it is not met promptly he may sue and recover. The bill of lading is evidence that the transportation company had the goods in its possession.

TAKITO'S NEW LAMP DEPARTMENT.

AN attraction for buyers interested in unusual styles and values in lamps is the new department just opened by Takito, Ogawa & Co. at 101 Fifth avenue. A spacious balcony over the rear section of the main



floor is devoted exclusively to the display, which comprises a choice collection of bases in bronze, china, pottery and figures, as well as a line of silk shades that would be difficult to duplicate for new and artistic effects. The illustration is only one of many "distinctly different" creations to be seen there.

BUSINESS BRIEFS.

Fire destroyed the Woolworth five and ten cent store at 446 Main street, Buffalo, Dec. 31. The loss was \$125,000.

The "Made In America Toy Co.," Hoboken, N. J. has been incorporated with a capital of \$125,000.

The incorporators are Arthur J. Widman, Isadore Goldberg and Arthur Loebel.

P. S. Farmer Co., resident buyers at 470 Fourth avenue, have filed schedules showing liabilities of \$22,590 and assets of \$8,475.

The Eastern Toy and Novelty Co., North Grafton, Mass., was burned to the ground last week. Loss \$30,000, partly covered by insurance.

Iwanta Doll Co. 136 Greene street, this city, has filed schedules showing liabilities of \$4,034 and assets of \$6,117, consisting of stock, \$3,250; machinery, \$750; accounts, \$2,112, and cash in bank, \$5.

Rex Doll Co., 111 and 113 Greene street, this city, has filed schedules showing liabilities of \$2,522 and assets of \$5,468, consisting of stock, \$750; machinery, \$4,500; cash, \$53, and deposits for gas and electricity, \$165.

The January "educational" meeting of the New York Credit Men's Association will be held at the Hotel Astor Jan. 24 at 8 p.m. The topic for discussion will be "Federal Taxation," and the subdivisions to be touched on will be the income tax, the excess profits tax, and the stamp tax. The meeting will be open to all interested in credit matters.

ONLY A VOLUNTEER.

By Private Wm. C. Rhone, 59th Co. 7th Regt. U. S. Marine Corps, former traveling salesman for the Vodrey Pottery Co., East Liverpool.

WHY didn't I wait to be drafted,
And be led to the train by a band?
Or put in a claim for exemption?
Oh, why did I hold up my hand?
Why didn't I wait for the banquet?
Why didn't I wait to be cheered?
For the drafted man got the credit,
While I merely volunteered.

And nobody gave me a banquet;
Nobody gave a kind word.
The puff of an engine, the grind of the wheels,
Was all the good-bye that I heard.
Then off to the training camp hustied,
To be drilled for the next half year.
And all in the shuffle forgotten,
For I'm only a volunteer.

And perhaps some day in the future,
When a little child sits on my knee
And asks what I did in the great war,
And his trusting eyes look up at me,
I will have to look back into those eyes
That at me so candidly peer,
And confess that I wasn't drafted—
I was only a volunteer.

Pointers for Buyers.

Where Live Merchandise May Be Obtained.
Tips to Dealers Looking for Ready
Sellers.

A SURE WINNER.

The charming daisy pattern illustrated in the Fostoria Glass Co.'s advertisement on the cover page of this week's issue is only one of several exceptionally dainty treatments in beautifully-executed hand-painted enamel and coin gold decorations being shown by manager John Nixon at the company's New York office. The tastefulness of the design won instant recognition among up to-date dealers, and it has proved a phenomenal success in hundreds of stores. "Fostoria quality" is, as ever, no small factor in contributing to its salability.

BY GIANT'S STRIDES.

One who pays a visit to the showroom of Salinger, Magnus & Soules, 920 Broadway, cannot fail to be impressed with the remarkable progress the Japanese have made in catering to the taste of the American trade. Among the lines is a comprehensive showing of dolls and toys, souvenirs for all holidays and special occasions, vases, lamps, novelties of every description, flowers, Christmas tree decorations, trays, knitting and crochet needles, harmonicas, etc.

UNUSUAL DINNERWARE DECORATIONS.

The E. W. Hammond Co. have on display a collection of new dinnerware patterns from Knowles, Taylor & Knowles that show novel arrangements in design and artistic color combination. The list includes border designs and all-over patterns in floral as well as figured treatments.

SURPRISES IN PREPARATION.

Charles J. Dela Croix, of Dela Croix & Wilcken, local representatives of the H. Northwood Co., who has just returned from a trip to the factory, says the concern has some new lines in preparation that are destined to make buyers "sit up and take notice." As Mr. Dela Croix is not given to enthusing without ample reason, dealers should make a memorandum to include his showroom in their list of calls when in town.

CONCENTRATED DISPLAYS.

There is a triple attraction for buyers in a new salesroom just opened in room 509 McCutcheon Building, Thirty-fourth street and Broadway. Three concerns—

Wm. F. Hayes & Co., silver-deposit ware, represented by Wm. H. Richter; the W. & S. Mfg. Co., silver-plated and glass novelties; and B. J. De Passe, Inc., silver-deposit ware, represented by R. E. Leyenderker, Inc.—share the quarters. The fact that three birds may be killed with one stone will be appreciated by buyers who are rushed for time.

ATTRACTIVE STEMWARE.

The accompanying illustration shows one of the Central Glass Works' newest designs. The gracefulness of the deep plate etching and the refined simplicity of



the well-proportioned shape have met with unqualified approval. It is made in a complete line of stemware, which may be seen, together with many other attractive patterns, at the concern's New York showroom, 1107 Broadway, in charge of A. P. Doctor.

EFFECTIVE DINNERWARE DECORATION.

One of the newest achievements in artistic open stock dinnerware designs turned out by John Maddock & Sons, now on view at the showroom of Maddock & Miller, is the "Tokio" pattern, which, as the name implies, is Japanese in character, yet entirely different from the designs ordinarily seen in this style. An attractive feature is a light French gray background in

an outlined effect in combination with an all-over and very odd floral design, with a basket of flowers in the center. The colorings—striking blues, reds and yellows—contrast finely with the delicate background.

THE CONDITION OF BUSINESS.

New York Trade has been very quiet with the importers since our last report. The extreme cold practically put a stop to everything. No one went out of doors if he could help it, and in many places the air was so frigid that it was impossible to transact business. Water pipes burst all over the city, and one big department store had its china department flooded.

Up to Monday morning scarcely any buyers came to town. Had they done so it would have been next to an impossibility to get hotel accommodations, as the hostelrys were filled with New Yorkers who had fled to them to keep warm.

The importers are looking for the advent of many buyers later on. While there is little to be had now, if import orders are not placed this spring there will be a larger shortage of goods next fall than there was last season.

The glass men are expecting a big trade. Owing to the extreme weather the exposition at Pittsburgh did not open up as completely ready as usual. Many samples were delayed, and it was well on to the middle of the week before things were in shape. The attendance, because of the cold, was not up to the mark. However, no one fears for the success of the show. As prices are fixed up to April, buyers can go ahead confidently. There is one little clause in the price list, however, that does set well, and that is that if the goods ordered are not shipped by April 1 they will then be filed at rates prevailing at date of shipment.

Business at the potteries is all right so far as orders are concerned; and as the Pittsburgh Exhibition draws large crowds, a big influx of visitors is expected at East Liverpool during the whole month.

The cut glass trade is very quiet. Not much business is expected at this season of the year, though buyers are usually in the market for items for special sales. So far, however, there has been little call for anything. The delay may be laid to the weather.

The lamp trade is about as usual at this time of the year.

The call for oil heaters has been immense. The stock was exhausted almost before the manufacturers realized it, and those who had any goods on hand were

lucky. Had they chosen to take advantage of conditions they could have obtained double the regular prices. A few retailers are said to have asked as high as \$15 for a stove that cost them \$5.25.

The toy trade is quiet; but manufacturers are getting ready for big things later on.

The housefurnishings trade is about normal for this time of the year.

As expected, the retail trade after Christmas kept up well. But after New Year's the bitter cold weather kept the women at home. No one could expect them to go shopping with the temperature below zero.

Prospects are excellent. In spite of the gloom in early December, the retailers did a good business. Not as large as last year, but still heavy, and the quantity of stock carried over will not amount to much. Consequently dealers will need goods.

East Liverpool and Vicinity With traffic conditions the worst ever experienced, and no gas available for kiln-firing, pottery manufacturers have certainly had their troubles. Ample orders are in to operate potteries to the limit of capacity, but manufacturers can do nothing till the various obstacles are removed.

Pittsburgh and Vicinity An embargo committee meets almost daily here now in an endeavor to solve transportation problems. The trouble works both ways—the receipt of raw materials and the delivery of the finished product being equally uncertain.

CROCKERY BOARD OF TRADE OFFICERS.

AT the annual meeting of the Crockery Board of Trade, held at the Hardware Club on Wednesday, the following officers were elected:

President, Wm. F. Dorflinger; first vice-president, K. L. Wedgwood; second vice-president, H. C. Kupper; treasurer, C. A. Holbrook; secretary, L. S. Owen.

Members of Executive Committee—Lee Kohns, James Davison, L. S. Hinman, J. Rosenfeld, Henry Witte, H. K. Tetsuka, George B. Jones.

Arbitration Committee—Robert Slimmon, L. D. Bloch, John J. Miller.

Membership Committee—Wm. R. Noe, A. Grede-lue, E. F. Anderson, F. J. Ridgway, Charles Streiff.

Trustees for term expiring January, 1921—J. J. Temple, H. C. Edmiston, Frank P. Abbot, H. D. McFaddin.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Conditions in this district are the most unfavorable in years. Transportation seems to be growing worse, instead of better. The elimination of two passenger trains, one east and one west, out of this city is drawing the lines tighter on express shipping. No boats are being operated on the Ohio River, and nothing can be shipped south by the water route. To cap all, no kilns were lighted, owing to the severe cold weather.

Report is current here that A. P. McPherson, formerly Western salesman for the Knowles, Taylor & Knowles Pottery Co., and more recently identified with the sales department of the Carrollton Pottery Co., has retired from the latter position and become the head of a movement to erect a new general ware plant at some location not yet disclosed.

Inability to obtain gas to fire kilns in rotation has caused a heavy loss in production during the past fortnight. When it is taken into consideration that some plants have been unable to fire kilns at all, and such plants have a capacity of from six to a dozen or more kilns per fortnight, the loss can easily be surmised. As long as cold weather continues manufacturers will not be permitted to light kilns.

Edward W. Clinton will be the only salesman to travel this season for the Smith-Phillips China Co. Following his Pittsburgh stand he will tour the Eastern and Western territory formerly covered by two salesmen.

Numerous inquiries have been received of late about dinner sets. Firms in position to make any reasonable shipment on these goods can secure any amount of business.

Operations at the plant of the Clay Casting Co., New Cumberland, W. Va., have been discontinued for the present. The concern has been unable to secure

its quota of freight cars—in fact, has at times been refused cars altogether. The company has a lot of business on hand, but transportation problems have become insoluble.

Pottery manufacturers are experiencing just as much trouble in receiving shipments of raw materials as they are in making shipments of finished products. The flint situation continues acute, and some lines of raw clays are scarce.

Richard L. E. Chambers, who represents the Gaertner pottery supply house in this territory, has been re-elected for the ninth time clerk of the East Liverpool City Council.

Joseph Wilson, some years ago in charge of the office of the former Wallace & Chetwynd pottery, now the Colonial, has assumed his duties as mayor of this city.

Very heavy orders are being offered pottery manufacturers in this territory by interests which have Government contracts to fill, and where shops are in a position to make up the goods they are rushed through, being given preference in the clay shops.

The Louthan Supply Co., manufacturers of small porcelain parts, refused the demand of their clay pressers for an increase of thirty per cent in wages, but offered to compromise. The workers declined, and a strike in the two plants of this company has resulted.

F. F. Debelt, the local pottery and glass jobber, has taken the contract to dispose of the output of the Sterling China Co., Wellsville, four miles west of here, which makes a small line of hotel ware.

Little if any improvement is noted here in the ability to secure enough raw material to make up packages. No. 1 cask staves are very scarce and hard to get.

FOUNDED IN 1874.

Crockery and Glass Journal,

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JAN. 10, 1918.

"FOR THIS RELIEF, MUCH THANKS!"

THE action of Director General of Railroads McAdoo in establishing important increases in demurrage charges and fixing forty-eight hours as the limit of free time for loading or unloading cars brings into existence at one stroke a condition which the railroads under private management long sought to have approved by the Interstate Commerce Commission, but goes much further than anything hitherto contemplated.

Effective January 21, demurrage charges per car per day or fraction of a day until car is released will be as follows: three dollars for the first day, four dollars for the second day, and for each succeeding additional day the charge to be increased one dollar in excess of that for the preceding day until a maximum of ten dollars per car per day shall be reached on the eighth day of detention per day or fraction thereof.

Speedy unloading of all cars as soon as they reach their destination will do more to assist in relieving the freight situation than anything else, and the country can now look forward to an early solution of its transportation problems.

ALL TO BE GAINERS.

THE delays in the carriage of both raw materials and finished goods during the greater part of the past year have proved the greatest single deterrent to the efficient conduct of business enterprises, and the general opinion seems to be that any change must be for

the better. Under the new centralized control of the railroads by the government, says the "New York Times," there will be, at least, one person at the head who can be appealed to for aid in getting materials needed to keep important industries going and who is invested with the power to see that his rulings are carried out.

That there will be a winnowing out gradually of supplies for certain industries which are not of prime importance seems plausible, but there will be no disposition to destroy the organization of any industry whose continuance after the war will be beneficial.

On the other hand, there will be a much more effective delivery of materials for the basic industries and of food and fuel for the people in general.

This the government agent will be enabled to do because his actions will not be subject to the annoying and contradictory regulations of State officials or of the rules gotten up to prevent the pooling of railway property and facilities for governing the routing of various kinds of freight.

Mine owner, mill owner, manufacturer and retailer will all be the gainers under the new dispensation.

PERSONAL.

CONSIDERABLE surprise was occasioned among the trade last week when it was learned that Christian J. Dierckx had discontinued his gift shop business on Thirty-sixth street. The unusual attractiveness of his store and the unique merchandise he handled brought him a great success at first; but the war made it more difficult each year to secure the imported novelties which made up a large part of his stock, and he was obliged to discontinue. He has become associated with an export concern at Bridgeport, Conn.



E. S. Curtis, Southern representative for Edward Boote, left on Sunday for a trip through his territory, with Richmond as his first stop.



It will be a source of satisfaction to a host of friends of Albert Rehberger, of the Saul Mfg. Co., who has been confined to his bed for several weeks past, to learn that he is now able to be about the house, and is hopeful of returning to business by February 1.



Horace C. Gray left on Sunday for Pittsburgh to assist at the display of the Westmoreland Specialty Co.



A. Howard Neely, son of Thomas A., the china and glass buyer for Strouss-Hirschberg Co., Youngstown, O., is now in France as a member of the Signal

Corps. Young Neely was born in New York City, is a graduate of the Columbia Law School, and a member of the law firm of Burlingham, Montgomery & Beecher, of New York.



"Lou" Reizenstein, the popular Pittsburgh dealer, made one of his hurried trips to New York on Monday of this week.



Harry Seixas is trying out the trade in Boston and other points in New England this week for Edward Boote.



Wm. F. Hayes, the well-known manufacturer of Mt. Vernon, and Mrs. Hayes returned last Saturday from a two weeks' trip to Florida, where they went to visit their son Albert, stationed at Camp Johnson, just outside Jacksonville. Before going into service he had charge of the cut glass and silver-deposit department in his father's factory.



The Chicago manufacturers' agent, "Mike" Meder, was in town the early part of this week shaking hands with a number of his friends in the trade. He left Wednesday night for Pittsburgh, where he expects to spend a few days at the show before continuing his trip home.



After placing orders in the New York market this week, "Sam" Natkin, of "The Fair," Chicago, left to join the list of buyers at Pittsburgh.



L. Spevack, head of the W. & S. Mfg. Co. left on Thursday for Pittsburgh, to take charge of the concern's exhibit at the Fort Pitt Hotel.



E. Jinushi, of Morimura Bros., left on Wednesday for Japan. He expects to be back late in March. Three months is not a long time to be away on such a journey; but, long or short, he will be missed very much.



S. Sakakibara and V. W. Rushbrook, with the Tajimi Co., left the latter part of last week for Boston, where they spent several days on special business for the concern.



Charles Baum, the mirror plateaux man, left on Tuesday night for a week's visit to Pittsburgh, where he will display his line at the Exposition.



Arthur E. Soules, of the Japanese importing firm of Salinger, Magnus & Soules, expects to get away about the middle of the month for a trip in the interest

of the concern. He will cover his regular territory through the South, where he has many very warm friends, made during his long association with Morimura Bros. The rest of the concern's road staff expect to get away within a week or ten days.



Mrs. Newberger, owner of the Boston Store, Chicago, and regarded as one of the country's brightest business women, left for home on Monday after a visit in New York of several days in the interest of her establishment. She was accompanied by her son, Charles, vice-president of the concern, who expects to enlist within a few days in the aviation corps. While here the latter dropped in to pay a call on H. Ichikawa, with Takito, Ogawa & Co., whom he knew in Chicago.



Ira A. Jones, the well-known factory representative of Chicago, accompanied by Oscar Helm, who is associated with him in business, were visitors in New York the latter part of last week. Their trip was primarily for the purpose of looking up some new lines among the Eastern manufacturers for representation in Chicago and the West.



Charles B. Levy, former traveler for Lazarus & Rosenfeld, and now assisting Uncle Sam at Spartanburg, S. C., is enjoying a seven days' furlough and on Wednesday took the opportunity of dropping in for a chat with a number of his friends in the trade, who had the added pleasure of meeting his bride, who became Mrs. Levy about two weeks ago.



P. G. Rinkin, buyer for the "Boston Store," Chicago, who came to town the latter part of last week, left Wednesday night for a visit to the show at Pittsburgh before returning to the Windy City.

MUST HOLD ON TO POTASH.

BECAUSE their economic outlook after the war seems of the darkest, the German newspapers and spokesmen are eagerly clutching at every circumstance that may afford hope or comfort, says the Times. Very recently the "Vossische Zeitung" of Berlin urged the need of keeping intact the German monopoly of potash. The theory on which the Germans are proceeding in this and other matters is quite simple. After the war Germany will need vast quantities of raw materials. To pay for them in cash will be impossible. A strong effort will be made to pay for imports with exports of goods. As to certain of the latter, it will be difficult to get markets for them because of the prejudice among the people of most of the world against taking anything

marked "Made in Germany." This being recognized, the Germans hope to sell, at least, certain kinds of articles in which they have or have had a monopoly. In this category potash figures. So do, or did, many dyes and chemical and pharmaceutical preparations, optical glass, philosophical instruments, etc. But most of these things are now made about as well and as cheaply in other countries which have developed the industries producing them while the war has been in progress. None has yet, however, been able to wrest from Germany the supremacy in potash. But, should France succeed in recovering Alsace, which has rich potash deposits, the German monopoly will be at an end, and the economic condition of the country will be especially bad. Even should this not happen, the amount of potash that could be sold abroad in any one year would not go very far toward paying for the imports that Germany must get.

ORGANIZE TO SECURE GAS.

THE West Virginia Gas Consumers' Association has been organized to take up with the Public Service Commission the matter of requiring gas companies to furnish an adequate supply of the fuel to consumers in the State. Among the members of the executive committee are Charles S. Rockhill, of the New Martinsville Glass Co., and C. H. Blumenauer, of the Jefferson Glass Co., Follansbee. It is contended that if gas companies operating within the State would sell their product at home instead of exporting so large a volume, West Virginia manufacturers would be well protected.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

H Lipman, c, g, The Palace, Pittsburgh. Vanderbilt.
 W E Woods, hf, t, Porteous, Mitchell Co. Norwich, Conn. 432 Fourth ave.
 S P Natkin, c, The Fair, Chicago.
 W E Smith, c, Waterbury, Conn.
 E Munro, hf, c, g, The Lion Co, Toledo. Bieslin.
 J D Clark, g, Gilchrist Co, Boston. 200 Fifth ave.
 A A Breton, hf, Shartenberg & Robinson, New Haven, Conn. 404 Fourth ave.
 F L Sturtevant, hf, Forbes & Wallace. Springfield, Mass. Continental.
 P Faks, The Gift House, Montreal. Knickerbocker.
 T A Smith, hf, g, c, Gilchrist Co, Boston. 200 Fifth ave.
 P B Johnson, s, Halle Bros Co, Cleveland. 200 Fifth ave.
 E J Levy, s, Hillman's, Chicago. 105 Grand.

E H Zeller, t, W Koch Importing Co, Baltimore. Imperial.
 J Connelly, c, Jones, McDuffee & Stratton Co, Boston. Marlborough.
 P A Murkland, c, g, Sears, Roebuck Co, Chicago. 115 Fifth ave.
 F S Devoin, t, Sun Drug Co, Los Angeles. Woodstock.
 O T Balhorn, s, Powers Mercantile Co, Minneapolis. 2 West 37th.
 W J Cardie, t, Ely & Walker Co, St Louis. 395 Broadway.
 J Oppenheimer, g, Oppenheimer Bros, Kington, N Y. Hermitage.
 A S Krauch, t, L S Ayres & Co, Indianapolis. 200 Fifth ave.
 C E Johnstone, hf, c, O M O'Neil Co, Akron, O. 37 West 26th.
 J MacFarquhar, t, S Kann, Sons & Co, Washington, D C. 432 Fourth ave.

CHARLES BAUM IN NEW QUARTERS.

THE well-known mirror plateau manufacturer, Charles Baum, removed last week to new quarters, 311 Broadway, near Worth street, where he occupies the entire third floor of the building. He has considerably more attractive surroundings here than in his former location, and much improved facilities for catering to the trade. Besides a good-sized office and space for displaying the line, there is a large room for assembling the plateaux after the various parts are delivered from the factory in Brooklyn. There is also a large space used as a stock room, which admits of a good-sized supply being kept on hand to take care of immediate deliveries.

SPECIAL NOTICES

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

HELP WANTED.

A LIVE representative wanted in New York City, also one to cover the South, for a very popular-priced, high-grade cut glass line. Goods are well known. Address A 158, this office.

SITUATIONS WANTED.

ENGAGEMENT WANTED.—Hustling young married traveling salesman open for engagement after January. Have been in housefurnishing game all my life. Five years on road selling china and glass, enameled and tinwares, woodenware, etc. New York and Pennsylvania preferred, having following among jobbing, department and variety trade; but willing to go elsewhere. Address A 154, this office.

FOR SALE.

FOR SALE—Up-to-date mahogany-finished mirror-covered fixtures. Can be seen at room formerly occupied by CHAS. P. SCHULLER, 25 West Twenty-third St., New York.

THE PITTSBURGH EXPOSITION DIRECTORY.

FORT PITT HOTEL.

Room	Firm	Representative
700	Hunt Cut Glass Co	H S Hunt
702	Smith Phillips China Co.....	E W Clinton
704	Diamond Glass Co.	H W Thomas
706	Lancaster Glass Co. ..	L P Martin
708	Indiana Glass Co	{ G W Haskell H L Kelly
710	Mayer China Co.....	A E Mayer
712	Empire Cut Glass Co.....	{ C P Schuller H C Fry Cut Glass Co.....
714	Taylor, Smith & Taylor Co...	C E Taylor
716	Paden City Glass Mfg Co....	David Fisher
718	Steubenville Pottery Co.....	H D Wintringer
720	L D Bloch & Co, New York..	H Bigart
724	Beaver Valley Glass Co.....	Alex Fraser
726	Brush McCoy Pottery Co	F H Vaughn
728	Cambridge Glass Co.	W C McCartney
739	Duncan & Miller Glass Co...	{ Jos C Rent A A Graeser
740	Economy Tumbler Co.....	S P Kenny
742	S Herbert Cut Glass Co	E E Hamblin
743	McKee Glass Co.....	Frank C Branum
773	Carrollton Pottery Co	{ R E Henderson A W Teplitz
776	West End Pottery Co.....	J P Curry
778	A H Heisey & Co.....	C G Cassell
780	Ideal Cut Glass Co.....	F L Morecroft
784	Crooksville China Co	H K Connor
785	Phoenix Glass Co.....	H B Whitney
788	M S Benford, New York.....	
790	Lazarus & Rosenfeld.....	Geo W Brownley
792	Geo F Bassett & Co.....	W F Ellison
794	McKenna Cut Glass Co.....	
796	Frontier Cut Glass Co.....	J S Weir
639	S A Weller Pottery Co	G H Woodworth
640	United Cut Glass Co.....	Sam Neuwirth
642	Jones, McDuffee & Stratton Co.	Jas P Gordon
643	Fenton Art Glass Co.....	R C Fenton
671	A E Hull Pottery Co.	{ V D Kinnam G W Springer
673	Steinfeld Bros, New York.....	Milton Jones
676	Vodrey Pottery Co.....	T A Copperstone
678	Mitchell, Woodbury Co.....	Robt W Corey
679	Corona Cut Glass Co.....	C B Kishler
684	Hall China Co.....	F I Simmers
685	M Herbert Co, New York...	{ Sam Neuwirth Mr Robinson
688	Southern Potteries.....	{ J W Mackey E J Owen
690	The Hocking Glass Co.....	I W Collins
692	Jno B Higbee Glass Co.....	Ira M Clarke
697	The Novelty Mfg. Co	H A Joffre
696	Camden City Cut Glass Co....	Mr Priestly
538	Royal Metal Mfg Co.....	M J Eiseman
539	The West Bend Aluminum Co	Jas E Flanagan
540	Sunshine Cut Glass Co.....	{ C F Reddrop C R C Brown
541	George H Bowman Co.....	Charles S Ellis
543	Louis Levien, New York..	
544	D E McNicol Pottery Co.....	Jack Patterson

585	Robichek Co., New York	H S Peron
439	Central Cut Glass Co.....	
440	The Output Co.....	{ F B Tinker Anco Silver Co
441	Westmoreland Specialty Co..	R B Reineck
485	David Saunders, Chicago	
444	Koscherak Bros, New York...	C F Patten
339	McKenna Bros, New York ...	C T McKenna
385	Sebring Pottery Co.....	E J Benjamin
341	Mohawk Clay Products Co....	L J Wilson
342	Old Colony Cut Glass Co....	Harry I Magid
344	Linoges China Co.....	Will A Rhodes
239	E. & J. Bass, New York.....	
240	Liberty Cut Glass Co.....	C A Wiedemann
241	Ebling & Reuss, Philadelphia	O Janssen
244	Figuerola Cut Glass Co.....	John T Rothfus
128	D C Jenkins Glass Co.	{ H C Jenkins F M Drumm
129	Bryce Bros. Co.....	{ W H Duvall Kirk Bryce
137	Co-Operative Flint Glass Co ..	W A Reaper
621	United Novelty Co.....	Mrs B Heuman
844	Quaker City Cut Glass Co....	A F Lemcke
841	S W Farber, Brooklyn, N Y...	
840	Wheeling Decorating Co....	{ E D Otto F Thurn
839	National China Co.....	E E Wilgus
939	John J Hines, New York.....	
940	Aluminum Goods Mfg. Co	J O Coleman
944	Potters' Co-Operative Co..	{ W E Owen H P Knobloch
1044	Empire Lamp Mfg. Co.....	M V Simpson
1039	The Crystal Co.....	{ Mrs. Bennett Miss Bennett
1040	The Susquehanna Cut Glass Co.	T W Hamilton
1041	Kiefer Bros. Cut Glass Co....	
343	Bonita Art Glass Co.....	Otto Jaeger
385	Cataract Cut Glass Co....	A H Sharpe
694	Cut glass.....	F J Classen
1042	Macbeth-Evans Glass Co.	J M Collins
	H E Rainaud Co, New York..	
	Hirsch-Malgocd Co.....	J Hirsch

COLONIAL HOTEL.

Parlor B. A L Tuska Co.....H H Thomas

HOTEL ANDERSON.

200 D E McNicol Pottery Co.....H A Longstreth

CITY SHOWROOMS.

Atlantic Glass Co, 222 First avenue.
H A Tanner, 702 Second National Bank Building,
Ninth street and Liberty avenue.
Kinney & Levan, Century Building, Sandusky street.
Pittsburgh Cut Glass Co, Phipps Power Building,
Duquesne Way.
Charlerei Decorating Co and Pennsylvania Glass Mfg
Co, Anchor Bank Building, Smithfield and Diamond
streets.
Macbeth-Evans Glass Co, Chamber of Commerce Bldg,
Liberty avenue.
Mortimer Glass Co, Oliver Building, Smithfield street.
Frank M. Milliken, 209 Sandusky street.
Oriental Glass Co, Eighth and Sarah streets, South
Side.
Pittsburgh Lamp, Brass and Glass Co, Century Build-
ing, Sandusky street.
Phoenix Glass Co, Second National Bank Building,
Ninth street and Liberty avenue.
Silicon Glass Co, Wabash Building, Liberty avenue.
United States Glass Co, Ninth and Bingham streets,
South Side.
Robert Rawsthorne Engraving Co, 304 Penn avenue.



How Long Do You Wait for Your Money?

(Continued from last issue.)

You are probably always eager to discover additional ways to increase your available supply of working capital or speed up the rate of turnover on your money—and particularly so now that war taxes payable in cash will be falling due, just at a time when probably the increased cost of goods requires increases in working capital accounts. Trade acceptances are doing as much for an increasing number of concerns—and this article sums up the experience and method of twenty-three of perhaps the most successful among them.



"THE Federal Reserve banks will re-discount trade acceptances at a preferential rate $\frac{1}{2}$ of 1 per cent lower than for the same character of promissory notes. We do not believe that it was intended that this preferential rate should afford a saving for the member bank or the seller, but that it should be passed along to the buyer in order to encourage the production of acceptances.

"The giving of 'special acceptance discounts' has been more effective in producing results for us than all arguments combined. We consider that the time buyer who refuses to make an outright saving when he can so readily do it invites inquiry into his good faith."

A substitute for extra discount is extra dating, which eight houses allow. One or two of these give the customer his choice of taking a cash discount, a smaller discount of a term acceptance, or a net acceptance for a still longer time, generally 30 days additional.

The question of form is almost the first that comes to the mind of the prospective user. It should always be as simple and as clear as possible. It should be made clear that it differs from an open book account only in being written and in being rendered negotiable. The words "note" and "draft" should not be used in connection with it—they convey ideas which should never be associated with the trade acceptance.

Of course, the proof of its value is to be found among those who have used it. Here is a letter that tells one concern's experience in introducing and using the trade acceptance:

"We have been using trade acceptances for just about one year. When we started considering them our bankers told us they doubted whether customers would give the acceptance. We tried it, and followed each invoice by a personal letter, explaining the acceptance. As an inducement we gave the customer 30 days' extra time, but made it very plain that it was optional whether he should accept our terms on open account or give us the acceptance and take longer time. If a response did not come through in a very few days we followed this letter with another. By this plan we had the merchants falling in line even before we converted our sales department and salesmen.

"It was not long, however, until our sales department saw that it was an opportunity to increase sales rather than a means of reducing them, as they had feared at first, and since the salesmen have fallen in line we are getting fine results. We have found that 95 per cent of our acceptances have been paid direct to the bank from the very beginning. Some few payments have been made to us direct, but in the beginning we used a postal card which we sent to the customer about ten days before the acceptance was due. The card called attention to the fact that the acceptance would be due on such and such a date, and instructed the customer to make his payment to the bank and not to us. By this campaign of education we feel that we have about covered our territory, and we are now sending very little literature on the subject. Our customers understand acceptances, and our salesmen understand them; and by January 1 we expect to be getting at least \$100,000 in acceptances per month.

"They have helped us in many ways. Sometimes we have a lot of merchandise that we want to turn, and the merchant cannot pay for it in thirty, sixty, or ninety days. By extending a little time and making an acceptance, we have been able to turn big lots of merchandise which we have given to our customers to trade on. They have given us an acceptance in return, and by paying only a little interest we have had our money, and feel that we have done a good merchandising act both ways."

HOW ONE CONCERN INTRODUCED THEM.

In conclusion, I wish to quote at some length from the letter of a successful user—he is the general manager of a manufacturing concern. His experience will undoubtedly prove helpful to others who may be planning to adopt trade acceptances in preference to the open account. He says:

"For more than a month before we put our trade acceptance plan into effect we were constantly working on our salesmen, using as a basis the arguments set forth by the Federal Reserve Bank of Cleveland, in its eight-page pamphlet, 'Why Accept?' In addition we set forth the negatives—the abuse of our present terms,

Continued on page 22.



OUR LAMP DEPARTMENT

is a revelation in the attractive values and unusually artistic creations it offers for immediate delivery.

Choice collection of bases in bronze, china, pottery, figures, etc.

Striking designs in shades.

TAKITO, OGAWA & CO.,

101 Fifth Avenue, New York.

325 to 327 West Madison Street, Chicago.



THE FIFTH AVENUE BUILDING

BROADWAY AND FIFTH AVENUE
AT MADISON SQUARE
NEW YORK CITY

Buyers Can Find You Easily Here

Business isn't a game of hide and seek. Your office and show rooms must be in the lime-light where all who buy may see, and where they can reach you in the quickest possible time.

The best-known corner in New York faces historic Madison Square, at the intersection of Fifth Avenue, Broadway and Twenty-third Street, within a stone's throw of six different lines of transportation. Here, in the owner-managed Fifth Avenue Building, you can share in the exceptional service given scores of firms of national reputation and financial prestige.

Send for details and list of tenants in your line of business.

the need of having our salesmen collect many past due accounts, the elimination of discounts, and the general shortening of terms on the part of the paper mills and other sources of supply for our raw materials.

"In response to our first letter to salesmen, a few objections were raised. The second letter mentioned a definite date, December 1, 1916, for the new terms to go into effect, gave additional instructions, enclosed another copy of the pamphlet 'Why Accept?' and set forth definite arguments in favor of trade acceptances in our particular line. Strange to say, less than two per cent of our sales organization objected to the plan after they received the final instructions.

"In one of our branch offices, however, doubts were expressed by some; but these were dispelled by an interesting incident. A semi monthly meeting to discuss sales problems was called on Saturday, December 2, the day after our plan went into effect. Ten men answered the roll call, one was ill, and one was said to be closing a sale. Trade acceptances and our new terms were being warmly discussed. All ten salesmen were eager to comply with instructions from the sales department, but they felt it impracticable and thought trade would be lost if the new terms were strictly enforced.

"The question had been debated nearly two hours when in came the twelfth salesman. All were eager to know if he had been successful in closing his sale—and when he held up an order in four figures, in a chorus they demanded to know if it were sold subject to a trade acceptance. With a broad grin the salesman replied, 'Yes, and I have spent two hours explaining all I know about trade acceptances, because the customer wants to adopt it in his own business.'

"The branch manager, in reporting on trade acceptances, said this incident ended the discussion. Everyone in the agency is now a loyal booster, and considers the time consumed in explaining it to customers much less than that formerly wasted in collecting past due accounts.

"We sent out about 10,000 trade acceptances in the two months of December and January. A total of three objections, apparently serious, came to the general manager's desk. Each was thoughtfully answered, and, we believe, satisfactorily.

"We have made it a practice to present a 'trade acceptance register' to each customer who accepts. Our own acceptance is entered by one of our clerks on the first page, to show the customer how to make a correct entry of each trade acceptance that he endorses. Most customers acknowledge the receipt of this 'register,' and many have written us to express their thanks.

"We deal with nearly all classes of manufacturers, wholesalers, and retailers, and are especially pleased with the success of the plan. We cannot see any possible objection to adopting it permanently in our business."

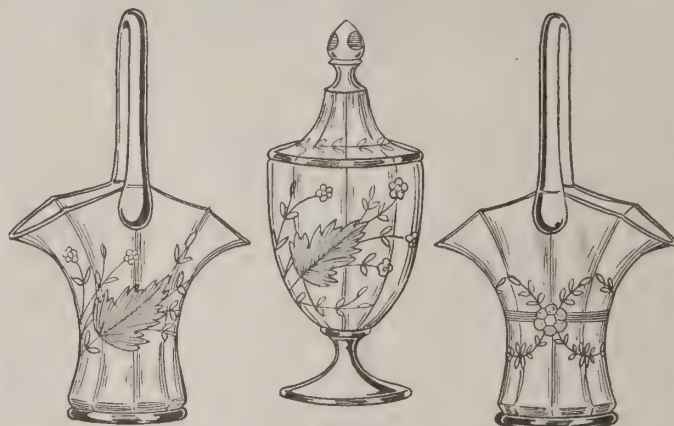
ARE you carrying assorted smiles as a side line?
Good!

YOU may be able to hire a clerk at a low salary—and he may prove to be the most expensive man you have.

The Geo. H. Bowman Co.

224-226-228 Euclid Ave.,

CLEVELAND, OHIO.



DESIGN PATENTS
APPLIED FOR

TWO NEW DESIGNS

Feature Our Display at

Pittsburgh Glass Show,

540-541 Fort Pitt Hotel.

The products of our glass factory continue to hold their place as the most attractive, profit-making, moderately-priced lines in glass.

For the new year our artists have produced two distinctly new designs that we believe will prove to be the leaders in the glassware trade:

Oak Leaf Design.

A very fetching combination of the Oak Leaf, with sprays worked out in a delicate etching.

Silver Thread Pattern.

A conventional adaptation of laurel sprays and a fine thread line band.

MR. CHAS. E. ELLIS } in charge.
MR. A. A. BOURBON }

Occupying rooms 540-541 Fort Pitt Hotel. These gentlemen will welcome your careful examination of our lines of

Cut and Hand-Decorated Glassware.

Domestic Pottery manufactured by The Summit China Co.
English Dinnerware. "Swissalu" Aluminum.

THE GEO. H. BOWMAN CO.,

CLEVELAND, OHIO.



DESIGN PATENTS
APPLIED FOR

Theodore Haviland

Limoges.
FRANCE.

THEODORE HAVILAND & CO

200 FIFTH AVENUE



NEW YORK



THE FIFTH AVENUE BUILDING

SUITE 316



MADISON SQUARE



SALESMEN ARE A BIT WORRIED.

WITH the Government in charge of the railroads and indications pointing to a material reduction in passenger service, salesmen traveling for houses in this city are a bit worried over the conditions that they will probably have to face when they are ready to take to the road again. Especially is this true of men traveling for jobbing houses and manufacturers who cater to retailers in the smaller cities and towns. Rail

connections between these points are none too good in normal times—a thing that has driven many salesmen to patronizing inter-urban trolley lines wherever practicable. While this is not so bad in the “good old summer time,” it is not the best kind of traveling in zero weather. What worries them more than the possibility of facing more than the usual discomforts of their calling is the effect the almost inevitable loss of time, as a result of restricted train service, is going to have on their sales, and, incidentally, on their earnings.

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CROCKERY and GLASS JOURNAL

NEW YORK, JAN. 17, 1918.

THE PITTSBURGH EXPOSITION.

NEVER in the forty-odd years that buyers have visited Pittsburgh during Exposition time were conditions so confusing as at the outset this year. Nearly a week was lost at the beginning because samples shipped days and weeks before had not arrived; consequently many salesmen had either no samples at all or only parts of their lines. Only half a dozen buyers showed up during the first week—for which everyone was thankful. The second week opened up better. But the arrivals were not as numerous as at the corresponding time a year ago. The third week, however, began as well as, or better than, last year.

Buying was erratic. Orders for staples were good. Fancy lines dragged. A few salesmen reported a good trade; but the majority complained.

Jobbers who were interviewed were reticent. All felt the uncertainty of prices. A few said they had bought as usual; others that they were buying cautiously. All admitted that they were short of goods, but did not see much use in placing orders now when goods ordered months ago had not been shipped. The salesmen think that when they go out on the road they will book orders that should have been placed in Pittsburgh.

It is our candid opinion that the buyer who does not anticipate his wants will regret it later on. There is an immense shortage in the amount produced in this country in the last three years, to say nothing of loss in importations, particularly of pottery. It will take five years under the best conditions to catch up. Consumption will increase rather than diminish. Therefore we would advise buying with the utmost liberality.

As predicted, Canadian houses have been more liberally represented than ever before.

The Western and Southern buyers are due this week.

Complaint is still made by salesmen regarding the non-receipt of samples, many packages being set down as hopelessly lost so far as the Exposition is concerned.

Buying of blanks for cutting has been quite active.

Popular lines of cut glass are having very good movement.

Light cut and etched glassware is in active demand—the new patterns particularly. Some firms making this class of ware who are showing here for the first time are well pleased with the reception accorded their offerings.

Domestic pottery salesmen are being favored with very good business. The new dinnerware patterns are in fine demand, while the buying of established favorites appears to be as active as ever.

Import china lines, where deliveries are assured with any degree of promptness, have also been in good request.

Specialties of all kinds are moving nicely.

The death of Carl Northwood cast gloom over everybody. Messrs. Taylor and Kelly have assumed charge of the exhibit. A number of salesmen accompanied the body to the Pennsylvania station on Wednesday, when it was taken to his late home in Wheeling. Harry B. Whitney, of the Phoenix Glass Co., headed a committee which arranged for a handsome floral tribute.

Charles E. Ellis and A. A. Bourbon are in charge of the large display here this season of the George H. Bowman Co., Cleveland, who are featuring the two patented cut glass lines "Oak Leaf" and "Silver Thread." The former pattern is true to name, while the latter is a combination of laurel sprays and a fine line band. Other features of the exhibit are the gold band and line decorated blown ware and the gold edge and hand-enameled decorated crystal glass items, both treatments of which are to be had in a large number of items. A very liberal assortment of French and English dinnerware patterns is shown, together with patterns from the Summit China Co., Akron, O.

Considerable credit is due Dave Saunders, of Chicago, one of the old time buyers, in branching out for himself as a manufacturer. This could only be expected of him. He knows what the retail trade demands. His "Innovation" line of cut glass is featured by the handled baskets and his "Innovation" assortment of twenty pieces. Mr. Saunders will continue to represent the Cataract Cut Glass Co., the Irving Cut Glass Co. and the Lehman Bros. line of brass goods in the Chicago territory. He is the only one here showing a seven-piece baked-apple set.

Engraved blown glassware is the principal feature of the exhibit of the Susquehanna Cut Glass Co., which is being made here this season under the direction of T. W. Hamilton. Blown and stem ware is shown, together with a line of vases and other items that can be well adapted to general usage. The patterns are very attractive, and show marked skill in workmanship.

Bryce Bros. Co. are showing a number of new light cut and rock crystal effects upon their blown and stem lines. More new creations are shown than formerly. The exhibit is in charge of W. H. Duval and Kirk Bryce.

The display of the Beaver Valley Glass Co., in charge of Alex. Frazier, is the largest and most complete this concern ever assembled here, and the new light cut and etched lines of blown and stem ware are proving very popular with buyers.

William C. Lynch and Cecil E. Taylor are showing the lines of the Taylor, Smith & Taylor Pottery Co., the display consisting exclusively of dinnerware. The various patterns are shown in a very attractive manner.

In addition to a general line of crystal and decorated glassware the display of the Indiana Glass Co. includes a new line of decorated vases that is meeting with a good demand. The display of stand lamps is quite attractive.

F. H. Vaughn is in charge of the exhibit of the Brush-McCoy Pottery Co., the feature of which is their

new "Vista" decoration on jardinières, pedestals and umbrella stands. A long line of yellow ware is shown, together with cereal sets and numerous novelties. The goods are arranged in an attractive manner, and business is pronounced very active.

The usual lines of the A. H. Heisey Co. are being shown by C. C. Cassel. The exhibit consists of many items of utility.

Practically all lines of glassware compose the exhibit of the McKee Glass Co., the display being in charge of F. C. Branum. A leading feature of the display is the new line of "Liberty Colonial" ware—an imitation cut and engraved pattern. A complete assortment of the "Glasbak" cooking ware is shown. Other lines displayed include soda fountain specialties, bar glassware, stationers' goods and the usual table glassware.

C. B. Kishler was late in opening the samples of the Corona cut glass lines on account of the non-delivery of his trunks, but by Wednesday night everything was in shape, and he is doing a good business on his excellent array of patterns.

The United Cut Glass Co. has brought out a number of new specialties which are proving very popular. These consist of cut glass water, wine, lemonade, grape juice, cocktail, cheese-and-cracker and sandwich sets. The patterns are all light cut. Stemware, vases and other special items, together with the "Queen Anne," a new heavy cut pattern, are also on view.

James P. Gordon, as usual, makes an extremely attractive display of the china and glass lines of the Jones, McDuffee & Stratton Co. English, French and Japanese dinnerware patterns are shown.

The extensive lines of L. D. Bloch & Co. are shown by Henry Bigart, two rooms being required to display the goods, which consist of floor lamps and portables, china, glass, desk sets, silverware and vases. The exhibit is by far the most extensive this firm has ever made here.

Jack Patterson is in charge of the exhibit of the D. E. McNicol Pottery Co. of Clarksburg, W. Va., which in addition to dinnerware contains the most extensive salad line the company has so far created.

A decided novelty is being shown by the West Bend Aluminum Co. in a safety kettle which can be tilted upside down and the lid still remain in place.

A new line of etched ware is being featured in the display of the Economy Tumbler Co., in charge of Samuel P. Kenny. No name has been given the pattern. One of the leading pieces in the line is a jug, the shape of which is unique. Other lines of both cut and

blown ware are shown at considerable length. The large show pieces of blown ware attract much attention.

The Phoenix Glass Co.'s display of portables, shades, and other specialties for which the concern has become famed, is in charge of Harry B. Whitney. Some startling effects in decoration have been created, both as to colors and variety of style. The offerings this season far exceed any previous efforts of this concern.

An entirely new exhibit is that of the "Lyknu" metal and wood polish, a Pittsburgh product, which is being demonstrated by J. D. Bremer. It is also used as an automobile polish, and is being put up in assorted sizes in cartons for the department stores.

Buyers visiting the market since our last issue were:

F E Bermas, with James McCreery & Co, New York.
 C R C Brown, of Sunshine Cut Glass Co, Cleveland.
 Mr Hughes, of Hughes & Co, Toronto.
 Fred Daudt, Daudt Glass and Crockery Co, Toledo, O.
 Mr Atcheson, Almy's, Ltd, Montreal.
 John E Marsden and George McCracken, Liberty Cut Glass Works, Egg Harbor, N J.
 Mr Littleton, Restaurant China Co, Chicago.
 J W Boyd, Rosenbaum Bros, Uniontown, Pa.
 Mr Riley, C B Rouss & Co, New York.
 Mr Roy, Susquehanna Cut Glass Co, Columbia, Pa.
 F J Denmark, Pittsburgh.
 Mr Hunkler, Elder & Johnston Co, Dayton, O.
 Mr Benswanger and Miss Watkins, Joseph Horne Co, Pittsburgh.
 Mr Gregg, with Charles Hall, Springfield, Mass.
 Mr Lozier, Penn Cut Glass Co, Prompton, Pa.
 C W Bow and Mr Downs, George H Bowman & Co, Cleveland.
 Mr Emmett, Clambert Mfg Co, Jeannette, Pa.
 Mr Hoffman, Pettis Dry Goods Co, Indianapolis.
 Mr Hayward, of W H Hayward Co, St Johns, N B.
 S L Soleberg, Sioux City (Ia) Crockery Co.
 T J Mumford, Pottery Supply Co, Kittanning, Pa.
 J A Wilson, of J A Wilson Co, Sharon, Pa.
 E W Dayen, Jeannette, Pa.
 Mr Bell, with John A Morris, Bluffton, Ind.
 Phil Schaeffer and Mr Ramsdell, Adams, Meldrum & Anderson, Buffalo, N Y.
 Mr Sturtevant, Forbes & Wallace, Springfield, Mass.
 Mr Keller, Denholm & McKay Co, Worcester, Mass.
 Pete Rinkin, Boston Store, Chicago.
 George W Brown, Gowans-Kent Co, Toronto.
 George H Miller, Omaha (Neb) Crockery Co.
 L C Moses, Palais Royal, Washington, D C.
 Sid E Thompson, Cassidy's, Ltd, Winnipeg, Canada.
 W F Newberry, Woolworth's, New York.
 I Rothstein, Igel Rothstein Co, Pittsburgh.
 John E Pasmantier, New York.
 Mr Harned, Zollinger & Harned, Allentown, Pa.
 Mr Schulz, Fowler, Dick & Walker, Wilkesbarre, Pa.
 Neal McColgan, J L Chalifoux & Co, Lowell, Mass.
 Louis Fritz, Butler Bros, New York.
 Adolph Schinaxl, Siegel, Cooper Co, Chicago.
 James Leary, Houghton & Dutton, Boston.
 Mr Lilienthal, Lilienthal Crockery Co, Atlanta.
 Charles Lang and W C Bell, Kinney & Levan, Cleveland.
 Mr Marks, Lyon & Marks, Toronto.
 Joseph Levy, Lewis & Neblett, Cincinnati.
 Louis Klayf, Bloomingdale Bros, New York.

Fred Krenning, Krenning-Westerman China Co, St Louis, Mo.
 Miss Pennock and Miss Chessier, Pierson Carpet Co, Lancaster, Pa.
 Clarence Longacre, Bush & Bull Co, Williamsport, Pa.
 John Armstrong, Hens & Kelly Co, Buffalo.
 Frank Leonard, F H Leonard & Son, Grand Rapids.
 Harvey Osborne, H F Osborne & Co, Detroit.
 John Hackenburg, Milton, Pa.
 Messrs Nichols and Porter, Ontario Crockery Co, Toronto.
 Harry Hyman, Palace Royal, El Paso, Texas.
 George V Millar and C P Jones, Scranton, Pa.
 J H Folwell, Davenport, Iowa.
 C B Arnsperger, Parsons-Sonders Co, Clarksburg, W Va.
 Mr Von Hagel, Sears-Roebuck Co, Chicago.
 Robert Buchanan, Indianapolis.
 J E Buchanan, Kansas City, Mo.
 Leo Arnstein, Schuster & Co, Minneapolis.
 Bert Day, Cook-Lawrence Co, Cedar Rapids, Ia.
 John Roth, Peoria, Ill.
 Fred Jasman, Meier & Frank, Portland, Ore.
 Mr Helenthal, Bon Marche, Seattle.

OBITUARY.

CARL NORTHWOOD, of the H. Northwood Co., Wheeling, W. Va., and brother of Harry Northwood, died in Pittsburgh on Tuesday afternoon, aged about forty-six.

Mr. Northwood, who was in charge of the company's exhibit at the Fort Pitt Hotel, complained of being ill Monday, and spent some time in bed that day, although in the evening he felt better and was chatting with friends in the lobby. During the night his condition became serious, and physicians were summoned who diagnosed acute pneumonia. The factory was notified, and Daniel A. Taylor arrived at the hotel about noon on Tuesday and made immediate arrangements for the removal of the patient to Mercy Hospital. While in the ambulance en route he died.

Mr. Northwood was a native of England, and came to the United States about twenty-five years ago. He was a member of the Western Glass and Pottery Association and also of the Wheeling Lodge of Elks.

Joseph F. Cordier, for the last thirty years head of the enamel mixing department of the Lalance & Grosjean agateware factory, Brooklyn, died on Tuesday, aged seventy-six.

While most of the friends of Albert H. Demorest were aware that he had been in poor health for some time past, they were quite unprepared to hear of his death, which occurred last Saturday night in St. Augustine, Fla., where he and Mrs. Demorest were spending the winter, as had been their custom for several years. He retired on Saturday night feeling about the same as usual, and Mrs. Demorest was shocked when she awakened in the morning to find him dead. He was a brother of the late Wm. R. Demorest, with

whom, until about eight years ago, he was associated in the china and glassware business. He was sixty-one years of age.

Henry Steele, a former glass and china retailer in Philadelphia, died January 10, aged seventy. Deceased was a member of the firm of Steele Bros., which was succeeded by Wright, Tyndale & Van Roden in 1884. In his time he was one of the brightest minds in the country engaged in the retail china and glass business. He was a man of splendid personality, a good citizen, and strong in his friendships.

Henry W. Swindell, a nephew of Walter B. Swindell, senior member of the Swindell Bros., glass manufacturers, died January 9, aged thirty-seven, of heart trouble.

SHIFTS IN THE SALES FORCE.

THE following changes in the sales department of the United States Glass Co. are announced: Walter Lazure, who has been traveling the South and West, goes to the Chicago office in charge of city sales; Clyde Francis Hartman and W. H. Smith will cover the South, taking the territory formerly traveled by William Campbell; Walter Jones resumes his old territory in the Northwest, working with Samuel Frazier and succeeding to the territory formerly covered by Hugh Adams before his enlistment; Norton Boyer succeeds Mr. Hartman in the Middle West territory.

POINTERS FOR BUYERS.

THINGS ORIENTAL.

The Pacific Importing Co., of Seattle, Wash., importers of "things oriental," who have just opened a New York office and salesroom in suite 202-6 Fifth Avenue Building, as announced in a previous issue, are daily getting in large shipments of samples, which are being placed on display as fast as received, and by the end of the present week it is expected the exhibit will be complete. A visit to their showroom reveals the reason for their great success as importers of Japanese goods for the American trade. It is very evident they have struck just the right note, for their lines make an instant appeal to the discriminating taste. They are showing many unique designs in pottery. For instance, a striking creation used on the cover of the "Ladies Home Journal" a few months ago is reproduced on a line of pottery in a powdered white and blue body. There are all sorts of good things in baskets, nests of tables, art pottery, screens, lamps and novelties. A chafing dish and telephone screen are among the ex-

clusive things shown, and the "Nikko" line of carved mahogany lacquer offers a big assortment of unusual articles.

DISTINCTIVE ART POTTERY.

J. H. Chilton, manager of the Haeger Potteries' New York showroom, has just received some new samples from the factory that will add to the concern's reputation as makers of unusual things. The wonderfully soft old ivory, light French gray and "Meregreen" glazes are achievements that cannot help meeting with a royal welcome from dealers who appreciate exclusiveness; while the shapes in tea sets, breakfast sets, vases, ash receivers, smokers' sets, and a variety of other pieces, are a treat for the eye.

FINE ASSEMBLAGE OF JAPANESE GOODS.

The Tajimi Co.'s salesroom at 597 Broadway has never been quite as attractive as at present. Each arriving steamer for months past has been bringing importations from Japan, with the result that both stock and import departments have one of the most diversified and altogether interesting assemblages of china, earthenware, toys, lamps, baskets, flowers, inlaid tables, lacquer ware, novelties, etc., that it is possible to get together. A new creation in "Awaji" ware, showing a beautiful deep blue body with a raised plum blossom enameled decoration in white and black, is one of the season's "best things." Some idea of its beauty may be gained by a glance at the company's advertisement in this issue. A pretty conception in china is a silver dragon design adorning a fine rose or blue body. Still another unique achievement is the "Baby Lucy"—a character doll with bisque head, moving eyes, jointed arms and limbs and mohair wig, pronounced by all who have seen it to be one of the finest doll productions that has yet come from Japan. This is shown for 1918 import.

LOW POSTAL RATES NOT A SUBSIDY.

THE curiously-illogical plea advanced by the members of Congress who jammed through the 50 to 900 per cent postage increase on newspapers and periodicals is worthy of the quaint thinking of Sancho Panza himself. The former postal rates on periodicals, they say, was a "subsidy"—low postal rates in general they regard as a "subsidy," and openly so state. It would seem all but useless to ask men with minds so befuddled what our government functions and social and economic relations really are.

Low periodical postage is not a "subsidy" from the Postal Department in any other sense than is the Department of Agriculture, with its enormous benefit to the nation, a "subsidy" to farmers; the Department of Commerce, with its vast information by which wealth and trade is added to our country, a "subsidy" to

merchants and manufacturers; or the Department of Labor a "subsidy" to children when it opposes child labor, or a "subsidy" to workers when it bulletins throughout the nation opportunities for employment. There are certain great national functions in any society that are so crystallized that they can be regarded as expressing civilization.

The history and development of the Post Office Department clearly shows that it was established, developed and extended in order to assist in spreading education, the knowledge of science, information and news of current history, to impress and make easy the ways of intellectual intercourse. Postage was provided at a flat rate, irrespective of distances or the cost of transporting to greater distances, in order that American citizens in more remote sections of the country, and who needed this mental and intellectual contact with their fellow citizens, should not be left to rust owing to the penalty of postal costs. This was and is the basic principle of postal service.

A HEARTFELT CRY.

My Tuesdays are meatless,
My Wednesdays are wheatless;
I am getting more eatless each day.
My home it is heatless,
My bed it is sheetless—
They're sent to the Y. M. C. A.

The barrooms are treatless,
My coffee is sweetless;
Each day I get poorer and wiser.
My stockings are feetless,
My trousers are seatless;
My! How I do hate the Kaiser!

THE CONDITION OF BUSINESS.

The failure of buyers to put in an appearance in force during the past week did not cause any uneasiness, for the trade does not anticipate any great volume of business from them until the latter part of the month, when they will begin to desert the Pittsburgh show.

Owing to untoward conditions, many of the new import samples, usually all in place by this time, have been delayed in arrival. However, the importers expect to have everything in readiness in a couple of weeks.

Traveling representatives now on the road on preliminary trips prior to the opening of the import season are doing a fairly good business—better in some cases than they had looked forward to. This, coupled with

the orders being received by mail, gives the beginning of 1918 a good send-off.

If business continues to develop as well as it has started with the local glassware representatives the pessimists will have to run to cover. The demand is good; and now that stocktaking is about finished, and buyers know just what they want, there is every reason to believe that it will be better.

New business is being placed with the potters' agents in as large quantities as they want; for with the transportation troubles and other difficulties they are not over-anxious to add to their burden.

There is some inquiry for cut glass, but it has not reached such proportions that it can be classed as active.

The large displays of the Japanese importers do not give the slightest indication of abnormal conditions. They are paying more attention to stock goods than ever before, showing larger assortments for ready delivery than they have heretofore carried.

Lamps are being bought quite freely to fill in the depletion made by the holiday trade. Speaking of lamps, the cold weather has given the oil lamp a popularity it has not enjoyed for a long time.

Retail business is recovering from the after-holiday quietude—the housefurnishing end finding a particular stimulus in the demand for oil stoves, gas stoves, electric heaters—in fact, any kind of a contrivance that would furnish heat. This demand has not lessened with the moderation of the weather, either; the people having evidently made up their minds that they are not going to take any chances of being caught again without the means of making themselves comfortable.

Pittsburgh and Vicinity

The freight situation is such that buyers and shippers alike are becoming reconciled to it, and say: "There is no use kicking." Warmer weather is required before relief can be expected. On account of the gas shortage and severe cold weather, operations were greatly curtailed in many factories, production being only about seventy-five per cent of capacity.

East Liverpool and Vicinity

Production is far below normal. So far this year close to 400 or more kilns have been lost on account of fuel shortage. This loss cannot be regained. As long as severe cold weather continues the production will be exceedingly small. Prompt shipping is out of the question. Embargoes are more numerous than ever.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JAN. 17, 1918.

WITH their usual patience and patriotism the American people will accept the dictum of Fuel Administrator Garfield to close down the factories for five consecutive days and ten Mondays. They will think, however, that it is a fool proposition, and that other and less drastic means could have been devised. Mr. Garfield has evidently lost his head.

THE SITUATION AT EAST LIVERPOOL.

HARASSED on all sides, the life of the East Liverpool potter is not a pleasant one just now. It is not the usual thing for men to complain of too much business; but with order files bulging, and more business pouring in on them, they do not know which way to turn. If manufacturing conditions were normal the situation would be bad enough; but for nearly a month there has been no gas, and mighty little coal. Two concerns have been able to fire a few bisque kilns; but that is all. The workshops are congested until there is no more room to store ware. The packing rooms are filled, as is also every kiln, and there are hundreds of thousands of dollars' worth of crockery packed in casks lying in the streets. Every pottery is compelled to put its product out of doors because there is no room under cover for it, and the railroads refuse to take it away. Word comes in the morning, perhaps, that the embargo has been lifted; there is a hurrying and scurrying to send ware to the depot; and by the time the trucks reach there the embargo is on again and the load has to be carted back.

The cost of doing business is appalling. Overhead charges are going on all the time; employees paid by the week draw full salaries; useless drayage and an almost endless chain of minor expenses pile up the figures. The manufacturers will never know what their ware really costs them, for it is utterly impossible to figure it under such conditions.

Prices were fixed on the supposition that the plants would of course be able to run; now all the expense will fall on what has been made. The prices may seem high to buyers, but they are worse than low to manufacturers, who are doing their best to get ware out and shipped, but are powerless against the elements and the railroads and are now working at a loss. Buyers must have patience until conditions change.

PERSONAL.

THE resourcefulness of John Skelton, brother of Frederick, the well-known manufacturers' agent, together with a cheque book, stood him in good stead last week. He was very much elated when he received a three day furlough from Camp Upton, Yaphank, L. I., but when about to leave found there was no train. Determined to get home somehow, he racked his brain for a solution of the problem. Going to the village, he saw a "flivver" standing outside of a local store. No; he didn't run away with it in moving-picture style, pursued by the sheriff and a procession of villagers in all sorts of conveyances. He sought the owner in a perfectly business-like fashion and told him he must have that "bus." The latter possibly thought the Government was buying up cars for war use and that it was his patriotic duty to sell; or perhaps the machine wasn't in exactly as good health as it had been in its younger days. Anyhow, he parted with it for \$175, and John lost no time in starting on his homeward journey, singing:

Tin! Tin! Tin!

You exasperating flivver, Hunka Tin!

Though I've belted you and flayed you,

By the Henry Ford that made you,

You are better far than nothing, Hunka Tin!



E. D. Libbey, the well-known glass manufacturer, has been asked to serve on a board which will select 100 lieutenants and captains for the Ordnance Department. A commission as major will be given him, and after his work in Toledo is completed he will probably be sent to France.



Instead of being a "dead one," as many of his friends were first led to believe when they read an obituary in the New York Times a short while ago about a person of the same name, "Eddie" Eckert has proved himself very much alive, having opened a sales-

room last week at 156 Fifth avenue, where he is making an interesting display of cut glass lines from several factories.



So modestly does he conceal the fact, few outside of a small circle of close friends know of Edward Boote's ability as an artist. A painting just completed by him, to be presented to a country club in South Carolina, is temporarily adorning his private office. The subject—a bevy of swans in flight over a river—coloring, perspective and execution combine to make a picture that would grace any collection.



J. C. Jonas, formerly a glass and pottery salesman well known to the trade, was injured in a recent wreck on the Louisville and Nashville railroad when one passenger was killed and a score or more injured. He was taken to Cincinnati, and after a few days recovered sufficiently to go to his home.



E. W. Merrill, china and glassware buyer for the New England Furniture and Carpet Co., Minneapolis, has also been given charge of the "gift shop" department. Mr. Merrill is a clever buyer, and the added responsibilities placed upon him are a flattering tribute to his ability. He expects to be in the market to place orders in February.



Sergeant Donald M. Miller was a welcome sight to a number of his friends during this week. He arrived home on furlough last Sunday from Camp Meade, Anniston, Ala., and expects to leave this coming Sunday. He wore an unusually happy expression, the cause of which was discovered in the announcement of his engagement to Miss Marian Huffman, sister of his brother's wife, Mrs. J. Meredith Miller.



George and William Stone, owners of Stone Bros.' Store, Houston, Texas, registered at the Hotel Knickerbocker on Tuesday. China and glassware are among the lines they are buying.



Paul L. Zollner, manager of the New York office of Gillinder & Sons, spent Tuesday and Wednesday at headquarters in Philadelphia.



J. Winkler, who is associated with G. M. Lowman in the management of the new salesroom the Pacific Importing Co., of Seattle, have just opened here, arrived in New York last week and will make his home here in the future.



Frank H. Leonard, of F. H. Leonard & Co., Grand Rapids, was in Chicago last week when the blizzard struck that city. He left on Friday evening for Pitts-

burgh, and reached there a little before noon on Monday! At one time during the journey the train made forty-six miles in forty-eight hours. The train was heated, and there was plenty of food; so that outside of the tedium the passengers did not suffer much.



D. King Irwin, manager of the Cambridge Glass Co.'s New York office, returned on Monday after spending a week at the Pittsburgh Exposition.



H. L. Bunker, of the United States Glass Co.'s local sales force, left on Sunday for a week's visit to headquarters in Pittsburgh.



Horace C. Gray, who is in Pittsburgh assisting George R. West with the Westmoreland Specialty Co.'s exhibit, and who was expected home last Monday, wrote his office that he would spend a week longer there, owing to the fine business being done.



Carroll J. Robinson and Geo. H. Guest, buyers for the china, glassware and housefurnishing departments respectively of the Jordan-Marsh Co., Boston, were in the city this week placing orders. They left on Thursday to visit the Pittsburgh show.



W. M. Pingree, Boston representative for the Tajimi Co., is spending this week at headquarters in New York, getting his spring samples together.



Max Strensch, who has been in Pittsburgh in charge of Koscherak Bros.' exhibit, returned home on Thursday. Charles F. Patton will remain until the end of the show.



Paul Fueslein, formerly with the Chas. P. Schuller Cut Glass Co., has joined the Horace C. Gray Co. sales staff.



Fred Bremmerrmann, of the St. Louis Glass and Queensware Co., arrived in New York from Pittsburgh last Saturday on a short buying trip.

NO CELEBRATION THIS YEAR.

FOR the first time in the history of Geo. Borgfeldt & Co. the firm is not extending this year any Washington's Birthday invitations, for the reason that it feels it is its patriotic duty to refrain from anything in the nature of a celebration in these serious times. For the first time also the store will be closed on February 22d.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

- R A Illsley, c, Barnard, Sumner & Putnam Co, Worcester, Mass. 404 Fourth ave.
 A T Pattison, hf, Pattison & Co, New Orleans. Aberdeen.
 M S Meyer, s, g, M Seller & Co, Portland, Ore. 43 Leonard.
 G C Tarr, c, hf, W G Brown & Co, Gloucester, Mass. St Andrew.
 J S Botts, s, l, c, G A Ducker Co, Joliet, Ill. Grand.
 W P Briggs and F S Austin, c, g, Sibley, Lindsay & Curr, Rochester, N Y. 432 Fourth ave.
 C J Robinson, c, g, Jordan-Marsh Co, Boston. 432 Fourth ave.
 J E Lewis, hf, Chicago. Wallick.
 U G Barr, hf, c, g, Reilly Bros & Raub, Lancaster, Pa. Herald sq.
 H Rotheim, hf, c, Cohen Co, Richmond, Va. 1150 Broadway.
 W N Cobb, c, g, Treat & Ecrat, San Francisco. Broz-tell.
 C C Cullen, c, g, C C Cullen Co, Knoxville, Tenn. Vanderbilt.
 F Porter, c, g, c, Porter & Co, Winnipeg. Latham.
 C E Johnstone, hf, c, O M O'Neil Co, Akron, O. 37 West 26th.
 J Oppenheimer, g, Oppenheimer Bros, Kingston, N Y. Hermitage.
 C J Faber, c, g, Scriver & Raphael, Detroit. Bristol.
 W J Johnson, l, Crowley & Milner, Detroit. 111 West 32d.
 M J Ryan, c, g, W A Bacon Co, Boston. Bristol.
 H J Gearhart, hf, Wyman, Partridge & Co, Minneapolis. 43 Leonard.
 G Wesselman, hf, Bailey Co, Cleveland. 72 Madison ave.
 R M Dean, t, R H White Co, Boston. 470 Fourth ave.

WESTERN SALESMEN'S ASSOCIATION.

AT the annual meeting of the Western Glass and Pottery Association at the Ft. Pitt Hotel, Pittsburgh, January 11, the following officers were declared elected by referendum vote:

President, C. Nick Muessig, with B. F. Drakenfeld & Co., East Liverpool; first vice-president, Marion G. Bryce, of United States Glass Co., Pittsburgh; second, Joseph C. Rent, with Duncan & Miller Glass Co., Washington, Pa.; third, J. H. Harris, with Kaufmann Bros. Co., Pittsburgh; secretary, Watson W. Lang, with Kinney & Levan, Pittsburgh; treasurer, Frank M. Milliken.

Trustees to serve two years—William C. Lynch, with Taylor, Smith & Taylor Pottery Co., East Liver-

pool; Albert Beiswanger, with Joseph Horne Co., Pittsburgh; Henry Nickel, with United States Glass Co., Pittsburgh; Andrew J. Smith, McKee Glass Co., Jeannette, Pa.

Territorial vice-presidents—Harry Lewis, Boston; Harry B. Whitney, New York; George R. Reinhart, Philadelphia; Guy C. Robinson, Cleveland; W. R. Andrews, Chicago; Thomas H. Lohr, St. Louis; Ben L. Feltner, Zanesville; C. F. Levens, San Francisco.

The report of Thomas W. Morris, retiring secretary, showed that during the past year thirty-four new members were received. Four deaths had occurred.

Thirteen applications were presented.

The Association is in excellent financial condition, according to the report of the retiring treasurer, Julius G. Kaufmann.

In assuming the presidency of the Association, Mr. Muessig said:

"My appreciation of the honor bestowed upon me cannot be told in words. If fidelity and earnest work in furthering the interest of the Association may be taken as evidence of my appreciation, I assure you that nothing that can be done will be overlooked on my part."

President Muessig is a charter member of the Association, and has been an untiring worker. During the past year, while second vice-president, he has added four new members and secured the reinstatement of several others. He has handed in five applications since his elevation to the presidency, and promises more.

"Little Nick," as he is familiarly known, is the Western representative of B. F. Drakenfeld & Co., and entered the employ of the house thirty-five years ago as errand boy when the firm was J. Marsching & Co.

A CAMPAIGN OF THRIFT.

THE president of the Merchants' Association, William F. Morgan, has called on the crockery, glass and allied trades to once more give aid to the Government by buying War Saving Certificates, and appointed Lee Kohns, of L. Straus & Sons, chairman of the trade committee, with power to appoint a sub-committee. Mr. Kohns, although a busy man, accepted and called a meeting of the trade on Tuesday at the Emigrant Savings Bank.

The attendance was not large, but those present were much impressed. Ward Smith, vice-chairman of the local committee, explained the work to be done. An open discussion ensued, and it was decided to follow the methods employed in connection with the sale of the second Liberty Bonds.

Mr. Kohns will announce the members of his committee later. Of course the trade will respond in its usual liberal manner.

THE PITTSBURGH EXPOSITION DIRECTORY.

FORT PITT HOTEL.

Room	Firm	Representative
700	Hunt Cut Glass Co	H S Hunt
702	Smith-Phillips China Co.....	E W Clinton
704	Diamond Glass Co.	H W Thomas
706	Lancaster Glass Co.	L P Martin
708	Indiana Glass Co.	{ G W Haskell H L Kelly
710	Mayer China Co.....	A E Mayer
712	Empire Cut Glass Co.....	{ C P Schuller H C Fry Cut Glass Co.....
714	Taylor, Smith & Taylor Co...	C E Taylor
716	Paden City Glass Mfg Co.....	David Fisher
718	Steubenville Pottery Co.....	H D Wintringer
720	L D Bloch & Co, New York...	H Bigart
724	Beaver Valley Glass Co.....	Alex Fraser
726	Brush McCoy Pottery Co	F H Vaughn
728	Cambridge Glass Co.....	W C McCartney
739	Duncan & Miller Glass Co...	{ Jos C Rent A A Graeser
740	Economy Tumbler Co.....	S P Kenny
742	S Herbert Cut Glass Co	E E Hamblin
743	McKee Glass Co.....	Frank C Branum
773	Carrollton Pottery Co	{ R E Henderson A W Teplitz
776	West End Pottery Co.....	J P Curry
778	A H Heisey & Co.....	C G Cassell
780	Ideal Cut Glass Co.....	F L Morecroft
784	Crooksville China Co	H K Connor
785	Phoenix Glass Co.....	H B Whitney
788	M S Benford, New York.....	
790	Lazarus & Rosenfeld.....	Geo W Brownley
792	Geo F Bassett & Co.....	W F Ellison
794	McKenna Cut Glass Co.....	
796	Frontier Cut Glass Co.....	J S Weir
639	S A Weller Pottery Co	G H Woodworth
640	United Cut Glass Co.....	Sam Neuwirth
642	Jones, McDuffee & Stratton Co.	Jas P Gordon
643	Fenton Art Glass Co.....	R C Fenton
671	A E Hull Pottery Co.....	{ V D Kinnam G W Springer
673	Steinfeld Bros, New York.....	Milton Jones
676	Vodrey Pottery Co.....	T A Copperstone
678	Mitchell, Woodbury Co.....	Robt W Corey
679	Corona Cut Glass Co.....	C B Kishler
684	Hall China Co.....	F I Simmers
685	M Herbert Co, New York...	{ Sam Neuwirth Mr Robinson
688	Southern Potteries.....	{ J W Mackey E J Owen
690	The Hocking Glass Co.....	I W Collins
692	Jno B Higbee Glass Co.....	Ira M Clarke
697	The Novelty Mfg. Co.....	H A Joffre
696	Camden City Cut Glass Co....	Mr Priestly
538	Royal Metal Mfg Co.....	M J Eiseman
539	The West Bend Aluminum Co	Jas E Flanagan
540	Sunshine Cut Glass Co.....	{ C F Reddrop C R C Brown
541	George H Bowman Co.....	Charles S Ellis
543	Louis Levien, New York.....	
544	D E McNicol Pottery Co.....	Jack Patterson

585	Robichek Co., New York	H S Peron
439	Central Cut Glass Co.....	
440	The Output Co.....	{ F B Tinker Anco Silver Co
441	Westmoreland Specialty Co...	R B Reineck
485	David Saunders, Chicago	
444	Koscherak Bros, New York...	C F Patten
339	McKenna Bros, New York...	C T McKenna
385	Sebring Pottery Co.....	E J Benjamin
341	Mohawk Clay Products Co....	L J Wilson
342	Old Colony Cut Glass Co....	Harry I Magid
344	Linoges China Co.....	Will A Rhodes
239	E. & J. Bass, New York.....	
240	Liberty Cut Glass Co.....	C A Wiedemann
241	Ebling & Reuss, Philadelphia	O Janssen
244	Figueroa Cut Glass Co.....	John T Rothfus
128	D C Jenkins Glass Co.....	{ H C Jenkins; F M Drumm
129	Bryce Bros. Co.....	{ W H Duvall Kirk Bryce
137	Co-Operative Flint Glass Co ..	W A Reaper
621	United Novelty Co.....	Mrs B Heuman
844	Quaker City Cut Glass Co....	A F Lemcke
841	S W Farber, Brooklyn, N Y...	
840	Wheeling Decorating Co....	{ E D Otto F Thurn
839	National China Co.....	E E Wilgus
939	John J Hines, New York.....	
940	Aluminum Goods Mfg. Co	J O Coleman
944	Potters' Co-Operative Co...	{ W E Owen H P Knobloch
1044	Empire Lamp Mfg. Co.....	M V Simpson
1039	The Crystal Co.....	{ Mrs. Bennett Miss Bennett
1040	The Susquehanna Cut Glass Co.	T W Hamilton
1041	Kiefer Bros. Cut Glass Co....	
343	Bonita Art Glass Co.....	Otto Jaeger
385	Cataract Cut Glass Co.....	A H Sharpe
694	Cut glass.....	F J Classen
1042	Macbeth-Evans Glass Co.....	J M Collins
	H E Rainaud Co, New York...	
	Hirsch-Malgocd Co.....	J Hirsch

COLONIAL HOTEL.

Parlor B. A L Tuska Co.....H H Thomas

HOTEL ANDERSON.

200 D E McNicol Pottery Co.....H A Longstreth

CITY SHOWROOMS.

Atlantic Glass Co, 222 First avenue.
H A Tanner, 702 Second National Bank Building,
Ninth street and Liberty avenue.
Kinney & Levan, Century Building, Sandusky street.
Pittsburgh Cut Glass Co, Phipps Power Building,
Duquesne Way.
Charleroi Decorating Co and Pennsylvania Glass Mfg
Co, Anchor Bank Building, Smithfield and Diamond
streets.
Macbeth-Evans Glass Co, Chamber of Commerce Bldg,
Liberty avenue.
Mortimer Glass Co, Oliver Building, Smithfield street.
Frank M. Milliken, 209 Sandusky street.
Oriental Glass Co, Eighth and Sarah streets, South
Side.
Pittsburgh Lamp, Brass and Glass Co, Century Build-
ing, Sandusky street.
Phoenix Glass Co, Second National Bank Building,
Ninth street and Liberty avenue.
Silicon Glass Co, Wabash Building, Liberty avenue.
United States Glass Co, Ninth and Bingham streets,
South Side.
Robert Rawsthorne Engraving Co, 304 Penn avenue.

TARIFF COMMISSION HEARING AT PITTSBURGH.

"IF wages of glass workers in Germany after the war were to be increased one hundred per cent over the wages prevailing before the war the United States would need no protective tariff on glass," said Nicholas Kopp, of the Pittsburgh Lamp, Brass and Glass Co., at a hearing of the United States Tariff Commission, which has been holding a special session at Pittsburgh. "In other words, such an increase would equalize production cost sufficiently to prevent foreign competition. German glassworkers generally live in two, or at most three, rooms provided them rent free by their employers. They also receive permission to take coal for their needs, and this is picked by the women. Prior to the war the best glassworkers received 90 cents a day."

Mr. Kopp, who worked as a helper in a German glass factory when a boy, provided the Commission with a mass of information concerning the glass industry in European countries, gathered from private sources, that will prove of untold value. At the request of the Commission he compared the work of the American and German glassblowers, and declared it his belief that the American can do more work in a day, because of superior methods, rapidity of action, and greater physical strength. In concluding his testimony Mr. Kopp said: "Germany before the war reached the lowest stage of wages for workingmen that could possibly be reached. I believe that if there had not been a war there would have been a revolution. In addition to the low wages, it was an accepted rule in Germany, as far back as thirty-five years ago, for workmen to receive reduced wages for work done for export trade. In fact, the export trade in Germany was given special consideration, not only in the matter of wages, but also of freight."

Thomas W. Rowe, for many years president of the American Flint Glassworkers' Union, and now with the Owens Bottle Machine Co., informed the Commission that the German Government subsidized glass concerns in that country in order that their plants might produce glassware to be used in foreign trade. German glassworkers were also threatened with idleness if they refused to work on a seventy-five per cent basis of their usual salary on glass products for export. He also declared that German professors in many laboratories and educational institutions in this country were the means of spreading propaganda to the effect that German chemical glass products were superior to any other in the world.

It is recalled that Mr. Rowe and E. J. Barry, of the Libbey Glass Co., in 1902 made a thorough investigation of work and conditions in glass factories throughout Europe, particular attention being given to Austrian and German plants. The information therefore presented for the consideration of the Commission is based upon evidence gathered through personal observation.

Dr. John A. Brashear, noted for his research work

in glass, told of the remarkable progress being made by American manufacturers of glass for scientific purposes and said that the industry is now well established in the United States. The war had shut out the optical glass of Germany and had thrown the United States on its own resources. "And we have won out," said the scientist.

George N. Lukens, manager of the export sales department of the Macbeth-Evans Glass Co., said that before the war his firm had been unable to compete with German manufacturers in the making and selling of staple glassware. The German Government subsidized glass manufacturers exporting their product, and prior to the war they controlled the English market on lighting glassware. Vice-president Evans said that he regarded the privilege of importing laboratory glassware by educational institutions free of duty as a discrimination against the American manufacturer.

Marion G. Bryce, president of the United States Glass Co., said that a German syndicate had been in the habit of selling New York hotels glassware cheaper than the American manufacturer could furnish it. "Since we have developed the pressed end of the industry, however, Europe has not kept pace with us," he asserted.

J. Howard Fry, of the Fry Glass Co., told of the increase in Canadian trade with which his company had been favored since the beginning of the war. He said that America did not begin the manufacture of chemical glassware before the war because it could not compete with the low prices at which Germany sold its product.

W. L. Clause related the advances being made in the United States in the manufacture of optical glass, and said that if this industry is to survive it must be protected.

Testimony was also given by William P. Clarke, president of the American Flint Glassworkers' Union, and James Maloney, president of the Glass Bottle Blowers' Association.

HOW TO GET ALONG.

IF you really want to get along, rather than to see how easy a time you can have, you must apply yourself whole-heartedly—both during your working hours and your leisure hours—to your business. By having your mind on your work you are apt to learn how to do it accurately—and there is nothing more important than accuracy. Then, don't stop after doing what you are told; do that and do that accurately—then find something additional worth doing. When the time comes to retrench, when men have to be laid off, if you have made yourself really useful and valuable you will probably not be dropped; you are more likely to be given more important work to do, because your employers will know you will do it right, that they can trust you and depend upon you.

. . . THE . . .

Edwin M. Knowles China Co.

East Liverpool, O.,

MAKERS OF THE FAMOUS

MAYFLOWER DINNER SHAPE.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Pottery manufacturers will have all the business they can handle this year, judging from the present demand. The question of price is not entering into the placing of orders, as it did a few years ago. Dealers make their wants known, place their orders, and hasten away. * *

Manufacturing conditions are far from satisfactory. Since the first of the year the potteries have been unable to produce more than fifty per cent of capacity, owing to the shortage of fuel. *

Early in the morning of January 10 pottery manufacturers were advised by telephone that New York was "open." Trucks were immediately loaded with casks of pottery and hurried to the Pennsylvania freight station. When they arrived the drivers were told not to unload, as the embargo had again been placed on Eastern shipping, via the Pennsylvania lines. * *

About a dozen new dinner patterns are being shown this season by the Knowles, Taylor & Knowles Co. The majority are borders, although several attractive sprays are being featured. No patterns are shown that have not a full supply of decals behind them. * *

Inquiry for "specials" is the lightest noted here during January in many years. Regular merchandise is wanted, and the majority of the buyers realize that the "special" deal is a thing of the past. In former years, when salesmen advised a buyer that a cask or two of this or that item were to be had, the customer would reply, when the price was quoted: "I can use it at fifty off." Not so this season. When a special package can be picked up the buyer says: "Ship!" and price is a secondary consideration. Five such casks were sold here last week, and the buyer never asked the price. * *

Notice has been issued that the Adams Express Co. here will not accept for shipment any package weighing over 500 pounds. This will cause some com-

cerns annoyance, as casks weighing between 700 and 800 pounds have been going forward by express. * *

Frank Judge, sales manager for the National China Co., is advising the trade that no sample patterns of dinnerware are being shown unless full editions of decals are in stock. * *

J. Donald Thompson, formerly of the office staff of the Thompson Pottery Co., and now attached to the 322d field artillery at Camp Sherman, has been promoted from second to first lieutenant. His brother, Malcolm Thompson, is now a captain in the artillery service, and is attending an officers' school at Fort Sill, Okla. * *

The Pennsylvania Railroad Co. has promised several cars to the Clay Casting Co., New Cumberland, W. Va., which will enable the concern to make shipments of ware that have been packed and held up for a long time. The most serious trouble the concern has had to contend with has been the inability to obtain cars for loading. Different departments of the plant have become choked with ware in consequence. * *

Coal is now used to fire bisque kilns at the plant of the E. M. Knowles China Co., being hauled on sleds from a mine in the vicinity. This is the first time the concern has been compelled to resort to the use of coal for kiln-firing. * *

At the annual meeting of the stockholders of the Taylor, Smith & Taylor Pottery Co., last Monday, the former board of directors and officers were re-elected. The selling force will remain as heretofore—W. C. Lynch, W. G. Jackson and Cecil E. Taylor. * *

News has been received here of the formation at Huntington, W. Va., of the China Products Co., which will operate a pottery at that place. The capital stock of the company is placed at \$150,000, and the incorporators are Warrin H. Dunn and John B. Owens, of

Theodore Haviland

Limoges.
FRANCE.

THEODORE HAVILAND & CO

200 FIFTH AVENUE



NEW YORK



THE FIFTH AVENUE BUILDING

SUITE 316



MADISON SQUARE



New York; C. T. Marshall, C. M. Ludman and Cecil W. Tanner, of Zanesville, O.

As is only natural, the pottery industry is well represented on boards of directors of the various banks here.

The Potters' National Bank has W. W. Harker, W. E. Wells, Edwin M. Knowles, Robert T. Hall and Homer J. Taylor.

At the Dollar Savings Bank the board includes H. N. Harker, Monro Patterson and B. M. Loutham, of the Loutham Supply Co.

The Citizens' National Bank has John W. Vodrey, Con T. Cronin, Charles V. Ashbaugh, and John Manor, of Golding & Sons Co.

At a meeting of the board of directors of the First National Bank, B. C. Simms, of the Thompson Pottery Co., was elected president, and George C. Thompson second vice-president.

The packages of ware held up here awaiting shipment run into the thousands and include everything from a small box or crate up to the largest cask. Where it is possible to get solid cars through, manufacturers are giving preference to such orders; although when less than carlot shipments can be made they are of course only too glad to push them along.

THE ELKS CLUB, EAST LIVERPOOL.

FOR the accommodation of buyers who have occasion to go to East Liverpool, and to compensate for the lack of hotel facilities there, the Elks have this year tendered the use of their club house. The structure is new, well furnished, well lighted and heated, and has shower baths, billiard tables and bowling alleys. The grill room furnishes good meals at very moderate prices. One may get a dinner of soup, meat, vegetables, dessert and coffee for from seventy-five cents to a dollar. And a comfortable room for \$1.50. Any buyer with an acquaintance in the potteries can arrange for a reservation. It is well, however, to apply three or four days in advance, as the number of sleeping rooms is limited.

A FREE GERMANY, OR BOYCOTT.

FIVE hundred thousand American business men are voting through their commercial organizations on the question of notifying the business men of Germany that they will not re-establish trade relations with Germany unless a Government responsible to the people is given power there. The message is contained in a referendum submitted to its membership by the United States Chamber of Commerce.

The proposed action, it is explained, involves "no

thought of revenge or punishment, but is based upon the logic that only through industrial intercourse with the United States can the military party of Germany get the sinews with which to precipitate a second great world war."

German business men are to be told in so many words that America, in common with other nations, supplied Germany with the raw materials and the sinews with which she made herself ready to turn these assets against the world that had supplied her. It would be poor business not to profit by this experience. If Germany wants the trade of the United States she can have it, but only upon these terms—a stable Government in Germany to guarantee the future peace of the world.

IMMEDIATE RETURNS.

HUNTINGTON, W. VA., Jan. 9, 1918.

Editor CROCKERY AND GLASS JOURNAL.

On account of being away, and rush of other matters, have been delayed in acknowledging receipt of Christmas Number of the CROCKERY AND GLASS JOURNAL. It is a very excellent number, and makes a beautiful appearance.

We have already received quite a number of very valuable inquiries from our advertisement in it. Very truly yours,

R. H. WYLLIE,
President H. R. Wyllie China Co.

SPEAK well of your neighbor—if you want him to keep on being neighborly.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

HELP WANTED.

A LIVE representative wanted in New York City, also one to cover the South, for a very popular-priced, high-grade cut glass line. Goods are well known. Address A 158, this office.

SITUATIONS WANTED.

ENGAGEMENT WANTED.—Hustling young married traveling salesman open for engagement after January. Have been in housefurnishing game all my life. Five years on road selling china and glass, enameled and tinwares, woodenware, etc. New York and Pennsylvania preferred, having following among jobbing, department and variety trade; but willing to go elsewhere. Address A 154, this office.

FOR SALE.

FOR SALE—Up-to-date mahogany-finished mirror-covered fixtures. Can be seen at room formerly occupied by CHAS. P. SCHULLER, 25 West Twenty-third St., New York.

BUSINESS OPPORTUNITIES.

WANTED—To procure agencies for an established line of high grade light cut glassware in New York City, Philadelphia, Chicago and Kansas City. Address A 159, this office.

CROCKERY and GLASS JOURNAL

NEW YORK, JAN. 24, 1918.

THE PITTSBURGH EXPOSITION.

ONE feature of this year's Exposition, which will practically be brought to a close on Saturday, has been the tendency of buyers to switch accounts. Some who ordered a high-priced line of tableware a year ago have gone over to factories making a cheaper line selling at a price which they were accustomed to pay for extremely high grade ware back in 1915 and 1916, while those who formerly bought a popular-priced line of pressed pot ware have gone over to the tank factories, saying they are compelled to eliminate many of the higher-priced lines on account of the decreased retail demand. The result has been that some factories have received orders from big concerns with whom they had never heretofore done business.

There are more mere "lookers" this year than ever before. Some salesmen say they have done more business this season than in 1917, while others assert that the number of orders taken establishes a low record. The general opinion is that the affair has not been the business success of former years.

Not only were there fewer buyers here than a year ago, but many bought smaller amounts than has been their usual custom.

There was a marked tendency among buyers here to seek new items or novelties. Displays that possessed these had no trouble in interesting customers.

A decided improvement in buying was noted later in the week. While quite a few of the exhibits have closed, those remaining have been active, and a volume of business exceeding that of last January is reported by quite a few salesmen. The large jobbing interests arriving are set down as responsible for this.

When the body of the late Carl Northwood, of the

Northwood Glass Co., was removed from Samson's undertaking chapel here last week, just 100 salesmen and friends of the deceased accompanied it to the Pennsylvania station. On the following day, between the hours of 2 and 3 o'clock in the afternoon, business among the glass and pottery exhibits was suspended. Doors were locked, and both salesmen and buyers remained in the lobby of the Ft. Pitt Hotel. The death of Mr. Northwood was the first to occur among salesmen during an Exposition season here.

Decorated water and table sets, vases and light cut items feature the display of the Diamond Glassware Co., in charge of H. Wallace Thomas. The hand-painted and enameled decorations are entirely new and different from any other creations shown in this class of merchandise. New color blends are featured on the vase line.

The dinnerware line of the Sebring Pottery Co. is in charge of E. J. Benjamin, of Chicago, who is showing five new border patterns on the Colonial shape and four new medallion treatments on a plain shape. This concern is the only one showing a cast handled cup, which will be ready for the market shortly.

A number of specialties are to be found in the display of H. Northwood & Co., in charge of Messrs. Taylor and Kelly. The assortment of decorated water sets is extensive, while the new "mahogany glass" line is one of the features of the exhibit.

The Westmoreland Specialty Co.'s exhibit, in charge of George R. West and R. B. Reineck, con-

sists almost entirely of high-grade specialties, the features of which are two new lines of crystal-and-gold and enameled-decorated glass. Among the special items are also single and sectional candy jars, cut glass cigarette boxes and cigar jars, a squared-shaped sugar and cream and an invalid tray with accompanying accessories. The enameled and gold-encrusted lines are the largest shown here this season, and the whole exhibit is attracting unusual attention.

Charles T. McKenna is making an elaborate display of the lines of the Libbey Cut Glass Co., McKenna Bros. and Camden City Cut Glass Co. The new "King Rose" floral and mitre cutting is one of the leading lines shown in this exhibit. John E. Rohrbeck's plateaux are also displayed in this room.

Five new dinnerware patterns are shown by E. E. Wilgus, representing the National China Co. A prominent feature of the display is a coin gold treatment on jugs and teapots, and a new heavy floral decoration on dinnerware has been added to the tableware offerings. All decorations used by this concern are "made in America."

When L. P. Martin got over his delay in opening because of the non-arrival of packages from the Lancaster Glass Co. he showed the trade a host of new creations from this factory. The line of small novelties is larger than ever. Crystal and crystal-and-gold are displayed, together with a line of decorated stand lamps, vases and berry sets.

The Mitchell, Woodbury Co. is represented by R. W. Corey, who is showing a number of new patterns on English earthenware—patterns which are exclusively controlled by this concern. The display is the most extensive the company has ever made here.

The first and only display of its kind ever made here is that of J. Hirsch, of the Hirsch-Malgood Co., ninety-eight per cent of which is composed of glass spoons. The balance of the exhibit consists of special items for table use. This concern is doing a big business.

A new panel effect is the principal feature in the exhibit of the Kiefer Bros. Cut Glass Co., in charge of C. Dowdney. This is a heavy cut line and quite different from anything shown here. The lead blown line consists of iced tea sets, grape-juice sets and candy jars in light cut effects.

Lighting glass, tumblers, shades, chimneys and automobile lenses are featured in the exhibit of the Macbeth-Evans Glass Co. The display is in charge of Harry H. Kennedy, assisted by J. E. Collins. A special attraction is a regulation-size patented lighthouse lens, fully assembled and set up, which throws its rays a distance of twenty-five miles, or to the horizon. A

remarkable degree of heat is felt when the naked hand is put in line with the flare from this lens at a distance of twenty feet; and yet only an ordinary small power nitrogen bulb is used.

Larger than ever before is the exhibit of the M. Herbert Co., in charge of S. M. Robinson, and consisting of lamps, silk shades, and similar specialties. Some delay was occasioned by the samples not arriving on time; but all are now here, and very tastefully arranged.

A very complete exhibit of housefurnishing goods is shown by Ray L. Burket, representing George Borgfeldt & Co., while Louis Koch has the china and glass lines. Some very attractive numbers are arranged in a pleasing manner.

The John B. Higbee Glass Co., represented by Ira M. Clarke, is making a particular feature of "swung-out" vases. New items added to the general line this year are English egg cups, covered pickles, berry and water sets, and nappies.

Specialties in lamps and shades form the principal feature of the exhibit of the Robichek Co. H. S. Peron, vice-president and treasurer of the company, is making a lead here in his display of floor lamps, the decorations of which are exclusive with this concern.

Charles F. Patton is showing the lines of Koscherak Bros. The manufactured and imported specialties of this firm are both being displayed.

A joint exhibit of the lines of the Quaker City Cut Glass Co. and the Laurel Cut Glass Co. is being made here by A. F. Lemcke. A very large assortment of bonbons and odd pieces is on view. A line of cuttings in a combination of floral and mitre effects is shown on a general line.

Twelve new patterns of light cut glassware are featured in the display of the Old Colony Glass Corporation, in charge of H. I. Magid. This is the first time this concern has been represented here during a January Exposition.

Hand-decorated dinnerware patterns are the leading feature of the lines shown by the Steubenville Pottery Co., in charge of President Harry D. Wintringer and W. R. Neal. A liberal assortment of breakfast sets is also on view.

Buyers visiting the market since our last issue are as follows:

J. H. Folwell, Folwell Crockery Co, Davenport, Iowa.
Thomas B. Cannon, the Doody Co, Macon, Ga.
Morris Sendor, New York.
Fritz Pfeiffer, F. H. Pfeiffer Crockery Co, Peoria, Ill.
J. M. Sweeney, National Production Co, Chicago.
Mr. Means, Peaslee-Gaulbert Co, Louisville, Ky.
Mr. Newmarker, Gem Store, Louisville, Ky.

William H Behringer, Hess Bros, Allentown, Pa.
 James McIntosh, Ovington Bros, New York.
 F P Boyland, Rike-Kumler Co, Dayton, O.
 C M Robinson, Jordan-Marsh Co, Boston.
 D M Ogilvie, D M Ogilvie Co, East Liverpool.
 Guy C Robinson, Kinney & Levan, Cleveland.
 Frank Miller, G Somers & Co, St Paul.
 Messrs Sexton, McKay and Smith, Phillips-Butorff
 Mfg Co, Nashville.
 Louis Carter, N Snellenberger, Philadelphia.
 George V. Millar, Scranton, Pa.
 William M Webster and W G Ryan, Webster, Smith
 Co, Pittsburgh.
 M G Cohen, Twentieth Century Candle Co, Pittsburgh.
 D L Horowitz, New York.
 George A Rogaliner, Natrona, Pa.
 Peter P Kucera, Pittsburgh.
 Leo Himmelstern, Himmelstern Bros, San Francisco.
 Mr Schwartz, The Golden Rule, Minneapolis.
 Leo Arnstein, Schuster & Co, Milwaukee.
 Mr Barber, Johnson & Barber, London, Canada.
 Joe Moses, United China and Glass Co, New Orleans.
 Misses McCabe and Smith, Martsof Furniture Co,
 Beaver Falls, Pa.
 Mr Beidleman, H B Graves & Co, Rochester, N Y.
 Robert Goodwin and J Lowenstein, Memphis Queens-
 ware Co.
 J J McClelland & Co, Houston, Tex.
 Samuel Weller, Newton, Weller & Wagner, San An-
 tonio, Tex.
 Mr Saville, Zion Co-Operative Mercantile Co, Salt Lake
 City.
 Paul Beck, Baltimore Bargain House.
 Charles H Becker, Becker, Hazelton Co, Dubuque, Ia.
 Morris Bergman, New York.

OBITUARY.

FRED LACKMAN died on Monday evening at his home in Brooklyn, aged about sixty-three, after an illness of many months from a complication of diseases. He was born in Otterberg, Germany, coming to this country in 1878. He was a cabinet maker by trade, but in 1881 obtained employment with L. Straus & Sons, and gradually worked his way up until he became foreign buyer. He made two trips to Europe after the war began, and shortly after his return from the last one was taken ill, since which he had been back at the store only a few times. He was a very competent business man and did not care much for society. So far as known, he did not belong to any fraternities. He leaves a widow and one son.

Kate E. Anderson, wife of E. F. Anderson, died Sunday morning after a long illness caused by heart trouble. Mrs. Anderson was the daughter of Geo. W. Bassett, founder of the house of Geo. F. Bassett & Co. She was born in Massachusetts and came to New York with her father in 1872. A member of the Episcopal Church, she was energetic in its activities, as also in various charities, and while she will be mourned by a large circle of friends she will be more missed by the recipients of her bounty.

The funeral was held at her late home in East Orange on Tuesday afternoon and was largely attended. The floral offerings were numerous and elaborate. The beautiful Episcopal service was conducted by the Rev. C. T. Walkley, assisted by a surpliced boy choir from Grace Church.

Among those present were Mr. and Mrs. Geo. B. Jones and daughter, Mr. and Mrs. W. S. Pitcairn, Mr. and Mrs. Robert Slimmon, John J. Miller, J. Meredith Miller, Louis S. Hinman and Geo. M. Jaques. The employees of the store were represented by J. J. Farbridge, W. J. Hague, David Littlejohn, and B. D. Abell.

Will A. Rhodes, who bore the title of Colonel from his connection with the National Guard of Ohio, one of the best known salesmen and all-around potters in the country, died in Pittsburgh on Friday of last week. He was connected with the Limoges China Co., and while at the Fort Pitt Hotel, Pittsburgh, representing the concern during the exposition there, was taken ill and sent to the hospital. He began life as a potter with the Knowles, Taylor & Knowles Co. in a minor capacity, and worked his way up to a managerial position. He was at one time president of the Colonial Co., later with the Crooksville China Co. and again with Knowles, Taylor & Knowles. He was a man of splendid physique, genial in manner, and a general favorite. He leaves a son and daughter, his wife having died some years ago.

William H. Arden died at his home in Syracuse, N. Y., on Friday of last week from an attack of heart disease, aged fifty-two. He began his business career in a crockery store in Syracuse. Later he entered the employ of George F. Bassett & Co., this city, and left them to go with the Iroquois China Co., of Syracuse, as salesman, and with W. F. Ellison took over the output of that pottery. At the time of his death he was with the Shenango Pottery Co. Mr. Arden was one of the best salesmen in the trade, and had a host of friends, both socially and in business.

GLASS FACTORIES MAY OPERATE.

THE glass manufacturers got in touch with Fuel Administrator Garfield on Monday in an effort to secure a modification of the fuel restrictions, and were assured that inasmuch as they used coal continuously they were not included in his mandate.

Which means that the glass factories of the country may run on the coming nine Mondays if they so desire, and have the coal.

Some of them immediately started up, and a number operated on Tuesday, thus saving one day out of the five included in the original edict.

A WELL-EARNED RETIREMENT.

ALMOST everybody dealing in English ware knows the forwarding firm of David Inglis & Co., Liverpool, and many of them personally know S. Parry, of the concern, who retired on Dec. 31 after fifty-two years of active service. They will wish him all the happiness and comfort he has so sedulously earned. T. Towerson Inglis and David Inglis, Jr., will continue the business.

AT CHICAGO.

THE State street stores sought to secure from the Fuel Administration a modified order permitting them to keep open on short hours for the ten week period, but were not successful. Therefore they were closed tight on Monday.

Wholesale business does not seem to have been hurt much by the fuel order. A number of buyers were in the city and are known to have placed orders larger than usually given for their spring requirements.

Of course, it is expected that there will be a general retrenchment on the part of the people now that the fuel order has showed them that the war is not 3,000 miles away, but right here. Managers of crockery and glass departments in the stores are looking for this; but, even allowing for very close buying, they believe that business will remain good.

John Ling, buyer for Mandel Bros., has returned from an Eastern trip during which he visited the glass factories and some of the potteries. He was delayed for a couple of days on his return because of the snow.

W. S. Redfield, representative of A. H. Heisey & Co., will leave in a few days on a factory trip. He started last week, but had not yet gotten out of the city limits when his train was stalled in the snow. He returned and decided to postpone his trip until weather conditions are more favorable.

Frank Gragg, of the Gragg-Mielke Co., will leave this week on a business trip to St. Louis.

Word has been received here that additional time will be allowed for the filing of income tax returns in cases where the accounting difficulties of a business are so great as to make correct returns impossible by March 1.

Additional interpretations of the Garfield shutdown mandate by State Food Administrator Harry A. Wheeler contain the following: "Manufacturers of glass goods and earthenware containers are permitted to op-

erate for the manufacture of essential food containers only." This means, apparently, that any glass factory turning out any item to be used for food may continue to consume coal; but it does not state whether the factories are under the necessity of letting their fires go out entirely if they are working on other goods to a great extent.

C. W. Reasner, of Kelly & Reasner, left last week for Pittsburgh to take the place of Harry Kelly, who has returned after spending the first part of the month at the Exposition.

Mort Goldstone, salesman for E. M. Meder, 17 N. Wabash avenue, made a trip to Milwaukee last week.

Oscar Johnson, of the Johnson-Carlson Cut Glass Co., made a business trip to the factory at Morris, Ill. during the week.

Dave Saunders, who has been at the Pittsburgh Exposition during the month, is expected to return to the city about the end of next week.

Leo Arnstein, buyer for Ed. Schuster & Co., Milwaukee, was in the city during the week en route to Pittsburgh and other Eastern markets.

An effort is being made here to enlist the interest of crockery and glass men in the plan of the Chamber of Commerce of the United States to discriminate against Germany in trade after the war if necessary for self-defense.

Fire visited the establishment of the Schlachter Lamp Shade Co., 1530 Milwaukee avenue, early this week, and practically the entire stock was ruined by fire and water.

A warning to the manufacturers of this State has just been issued by State Fire Marshal John G. Gombert, who says that particular attention should be given to sprinkler systems in view of the shut-down ordered by the Fuel Administration.

W. T. Darden & Co. have given up the representation of the line of the Mohawk Clay Products Co.

The Chicago Jewelers' Association, which contains in its membership the leading jobbers of cut glass here, has dispensed with its annual banquet, usually held in January, because of war-time conditions.

The Great Western Mail Order Co. of this city has gone on the financial rocks. F. M. McKey has been appointed receiver.

The Chicago Exposition of National Associated Manufacturers will be held at the New Morrison Hotel

February 4th to 10th. A number of crockery and glass lines will be shown by both manufacturers and jobbers.

Thos. H. Butcher, representing the Central Glass Works, Wheeling, W. Va., is spending the month showing samples here, according to his annual custom.

Miss Ella Brennan, buyer of crockery and glassware for Rothschild & Co., left last week to visit the Eastern markets and factories.

Charles Patterson, buyer for Carson, Pirie, Scott & Co., left for the East late last week.

Business on Monday was almost entirely suspended in the down-town district. The office buildings were cold and dark. A few of the factory salesmen came down in the morning, but quickly decided to return to their homes. It was not possible to do a lick.

Al. Nordland, formerly buyer of housefurnishings at Hillman's, expects to start in a new position about February 1.

L. S. Carter, buyer for Snellenberg & Co., Philadelphia, arrived in the city late last week to spend a few days.

Fred Ford, formerly of the F. M. P. Co., which suspended business the first of the year, is calling on the city trade for Tom Schollenberger.

Charles Kroncke, salesman for the Gragg-Mielke Co., will leave this week on a trip through Southern Michigan and Northern Indiana.

H. C. Moser, who represents Auerbach & Co., Salt Lake City, arrived in Chicago this week to look over the new samples in crockery and glassware for 1918.

John Beiswanger, vice-president of Gill Bros., Steubenville, O., was in the city during the week conferring with the Gragg-Mielke Co., which represents the line of lighting glassware here.

Earl W. Newton has returned from Indianapolis, where he was present at the meeting of the National Associated Manufacturers.

Changes in the crockery and glass department of Marshall Field & Co. have resulted in shifting Mr. Hubbell, who has been doing the buying for the basement, to a more responsible position upstairs. His

many friends in the trade are much pleased over his "elevation."

The Northern Jobbers' Association meeting at the Hotel Sherman brought a large number of buyers of crockery, glassware and housefurnishings into the city.

Thomas Stackpole, buyer for Greenhut & Co., New York, was in the city looking over factory lines this week.

Walter Knowles, representative of Theodore Haviland & Co., was showing new ideas in French china at the Hotel Sherman last week.

BUILDERS BETTER THAN HE KNEW.

THE Welcome Club, founded by Henry C. Fry last year at Rochester, N. Y., with the intention of providing a place of assemblage and entertainment for the employees of the H. C. Fry Glass Co., has become popular with more than the glass men, and bids fair to become one of the city's best known institutions.

A POTTER ON TRADE ACCEPTANCES.

THE following from H. R. Wyllie, president of the H. R. Wyllie China Co., appeared in a recent issue of the New York "Commercial":

"We have been using acceptances with our trade for some time, and some of our customers are making use of them; but we find that it is going to take considerable educational work to make the trade acceptance popular. We are enclosing herewith our trade acceptance form, also copy of pamphlet issued by the Federal Reserve bank of Cleveland, which we have been circulating among our customers to inform them as to the advantages of the trade acceptances.

"Based upon our experience and observation as to how the trade acceptance is received, we think that the thing that would contribute most largely to making the trade acceptance popular would be the dispensing with cash discount. If all manufacturers, jobbers and other classes of trade who extend credit would do this we think it would contribute more than anything else to popularizing the acceptance, so that it would be used in a large way. Our former open account terms of sale were one per cent fifteen days, thirty days net. We are now making our terms net thirty days from date of invoice for open account, and where trade acceptance is given forty-five days net. No interest. Acceptance to bear same date as invoice and must be mailed to us immediately on receipt of invoice and bill of lading if these terms are to apply.

"We think that if you will put on a campaign with a view of eliminating cash discount, and the general trade would take up an educational campaign with their customers, the trade acceptance would soon be in general use in a large way."

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JAN. 24, 1918.

THE result of the five days' shut down of business, in so far as relieving the coal situation, is not at all what was expected, another cold wave interfering considerably with operations. With plenty of coal a mile from New York, many people in the city are still shivering. Other means than the dislocation of the country's industries could and should have been employed.

AFTER THE WAR.

WE are continually being asked what will be the status of German china after the war, and whether or not our markets will be flooded with the product of that country. Answering the last question first, it may safely be said that comparatively little is likely to be shipped to America. The German manufacturers do not make up stock for this market. They only make on order, and since 1915 no importer has ordered anything. The potteries have not been able to work more than thirty per cent of capacity, anyhow; so there would not be much stock to draw from should the importers go over to buy.

But supposing an almost impossible case—that a supply was obtainable—it may be said plainly that German-made goods are not wanted in this country now. The sentiment among the people is very strong in this respect, and will last for years. Many buyers for retail stores vow they will never handle German goods again.

But time assuages all things, and the prejudice will gradually wear away. Besides, there is a large Ger-

man population which will purchase just because the goods were made in the fatherland; and if Germany can make china that pleases and at a price to suit she will eventually have a market here for a limited quantity.

Last week, following a conference between E. P. Costigan, David J. Lewis and W. S. Cuthberton, of the United States Tariff Commission, and some glass manufacturers at Pittsburgh, the papers of that city printed articles stating that huge accumulations of glassware made in Germany would be sent here as soon as the war is over. As in the case of china, the Germans never make up such goods except on order; and outside of Bohemia and Venice very little glass for this country is made, anyhow. Undoubtedly there is a little bought and paid for before 1915 ready to come over; but as our total importations of glass from all countries before the war were only about \$3,000,000, and most of that from Belgium and France, the amount that can come over is hardly a drop in the bucket. Even if Germany were to retain Belgium it would take a long time before glassware could be shipped, as the factories in that unfortunate country have been stripped of all machinery, which has been sent to Germany. The reference to Japanese production was equally incorrect. Japan makes very little glassware for export, and the competition from that country is negligible.

PERSONAL.

A LARGE, handsomely-engraved card in appreciative acknowledgment of the patriotic service rendered the Government was received this week by James B. Boote and other members of the trade committee who worked so successfully with Chairman William S. Pitcairn in the second Liberty Loan campaign of 1917 from the officers and directors of the Federal Reserve Bank of New York and the members of the Liberty Loan Committee.



J. Levi, with Lewis & Neblett, Cincinnati, arrived in town this week after a visit to the Pittsburgh Exposition in company with Horace C. Gray, who is an old friend.



C. H. Taylor, of the Jewel Cut Glass Co., left on Tuesday for an extended visit to his bungalow in Florida.



J. K. Wilson, with Morimura Bros., left on Wednesday night for Chicago, where he will open at the Palmer House with samples of baskets, art goods and lacquer ware. He takes no china.



Leo Himmelstern, of Himmelstern Bros., San Francisco left that city on the 15th with New York as his

ultimate destination, stopping en route at the factories as usual. He may therefore be expected here early in the coming month.



R. E. L. Wells, with L. Straus & Sons, left last week for his annual Western and Southern trip; but this year reverses the usual order of his journey by going South first. He is wise to get away from the arctic temperature of New York. He will be gone until the latter part of February.



A. L. Goulding, assistant sales manager of the Guernsey Earthenware Co., was in New York last week conferring with Ledden & Bates, New York representatives of the concern.



F. B. Lawrence, Western traveler for the Fostoria Glass Co., while en route to Kansas City from St. Louis was badly shaken up in a railroad wreck recently. Aside from a few bruises he suffered no serious injury; but he fears the charm that has surrounded him for the past thirty years will no longer work, and he "knocks wood" now when he refers to it. In all those three decades he has never before met with an accident.



Frank W. Banford, for many years a salesman for the Maddock Pottery Co., Trenton, N. J., has been selected by Adjutant-General Gil. Kyson to take charge of a new bureau to compile records of all the soldiers in the State.



A. Klayf, with Koscherak Bros., is planning to celebrate St. Patrick's Day this year in real style. No; he isn't going to blaze forth in a tie that would make anyone green with envy, but will don a cutaway coat and silk hat, it being the date set for his wedding to Miss Ella Davis, to whom his engagement was announced in this column some time ago.



George Halgren, buyer for Albert Pick & Co., Chicago, left for home on Tuesday.



W. M. Pingree, Boston representative of the Tajimi Co., who spent the week in town at the concern's headquarters here preparing his spring line of samples, returned to the Hub last Friday night. Owing to the boats having been withdrawn from service he wasn't able to enjoy his usual seasickness en route—a pleasure to which he invariably looks forward as part of the trip to New York.



Arthur E. Soules, of Salinger, Magnus & Soules, is getting his samples ready to leave some time during the present week for a tour of his territory through the South. A. S. Moore, Eastern representative, and Nat

Frank, who travels the Middle West, also expect to get away before next Sunday.



John C. Young, head of the Novelty Gas and Electric Fixture Co., Philadelphia, accompanied by his son, Wm. B., salesmanager for the concern, were in town on Tuesday and Wednesday of this week consulting with E. W. Hammond, their new representative here.



Owing to the serious illness of his father, which resulted in his death, E. S. Curtis, Southern traveler for Edward Boote, who had just departed on a trip through his territory, was last week recalled to his home in Kentucky. He has the sympathy of a wide circle of friends in the trade in his loss.



H. B. Thistle, Jr., of the Cox & Lafferty road staff, left on Tuesday for a short trip through New York State. He expects to return by February 1.



W. R. Weller, formerly connected with the United Five and Ten Cent Store Syndicate, is now associated with the J. S. Bailey Co., Brooklyn, as buyer of glassware, and according to report will have charge of buying this line for all of the concern's stores. Owing to changes wrought by the war the company no longer confines itself to the five-to-fifty merchandise policy, but handles goods at all prices.



Horace C. Gray arrived home last Saturday from Pittsburgh, where he put in two weeks assisting with the Westmoreland Specialty Co.'s exhibit. He saw a goodly number of his customers there and booked a very satisfactory amount of business.



C. A. Weidemann, New York manager for the Liberty Cut Glass Works, was back at his desk at the concern's local office on Monday after spending some time showing his line at the Fort Pitt, Pittsburgh.



Edward A. Unger, representative for the East Liverpool Potteries Co., is spending this week calling on the trade in Boston and other points in New England.



Harry L. Seixas, traveler for Edward Boote, who is this week devoting his efforts to the Chicago trade, is expected home within a few days, to remain here during the import season.



W. S. George, of the W. S. George Pottery Co., East Palestine, O., left for home on Wednesday after spending several days in Washington and New York on special business for his concern. He takes an optimis-

tic view of the difficulties confronting the potteries and business in general, believing that a short time will see the worst of the troubles overcome.



Henry Rotheim arrived the latter part of last week on his initial buying trip for the Cohen Co., Richmond, Va. He makes his headquarters at the concern's New York office, 1150 Broadway.



J. A. Thompson, with Thos. C. Watkins, Hamilton, Ont., is in the city. He is registered at the Murray Hill Hotel.



J. Carl Underwood, salesman for Takito, Ogawa & Co., accompanied by J. M. Takito, left on Wednesday night for Boston, where they will spend several days calling on the trade in that city.



Geo. E. Bacon, of F. E. Bacon Co., Rome, N. Y., was a buyer in New York this week. He said that New York was warm compared with Rome, the thermometer there having been down as low as forty degrees below zero.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

W B Shockley, g, s, J B Ivey Co, Charlotte, N C. Clendenning.
 C Robinson, c, W F Bader, Boston. 432 Fourth ave.
 J Kinnier, c, Kinnier, Montgomery & Co, Lynchburg, Va. Imperial.
 H L Gearhart, hf, Wyman, Partridge & Co, Minneapolis. 43 Leonard.
 A Marks, t, Marks Bros & Co, Boston. Aberdeen.
 Mr Haywood, c, St Johns, N B.
 L Wilson, Robinson & Co, Winnipeg. Seville.
 Mr Porter, Porter & Co, Winnipeg.
 C A Walters, t, Sears, Roebuck & Co, Chicago. 115 Fifth ave.
 L McCarthy, t, Stewart D G Co, Louisville. 2 West 37th.
 H W Horne, t, Kaufmann's, Pittsburgh. 1261 Broadway.
 C L Buxton, Gowans-Kent Co, Western Winnipeg.
 R J Conliff, c, s, J M High Co, Atlanta, Ga. 353 Fourth ave.
 J E Russell, s, Montgomery, Ward Co, Chicago. 309 Sixth ave.
 A F Pohlmann, t, Joslin D G Co, Denver. 23 East 26th.
 F V Zug, hf, Kaufman's, Harrisburg, Pa. 72 Madison ave.
 A E Wilkens, hf, Kohn-Furchgott Co, Jacksonville, Fla. 353 Fourth ave.

Mr Heinlich, hf, Weissberger Co, Richmond, Va. 72 Madison ave.
 A F Ellis, hf, t, Almy, Bigelow & Washburn, Salem, Mass. 230 Fifth ave.
 Mr Winton, Nerlich & Co, Toronto.
 M E Lipman, c, g, L & A Cohn, Salt Lake City. 470 Fourth ave.
 M Waxman, t, S A Rider Jewelry Co, St Louis. 31 Union sq.
 G Louis, t, Woodward & Lothrop, Washington, D C. 334 Fourth ave.
 Mrs H C Fay, t, C T Sherer Co, Worcester, Mass. 1270 Broadway.
 H B Oden, hf, W A Green & Co, Dallas, Texas. 1150 Broadway.
 P Schaeffer, c, hf, s, Adams, Meldrum & Anderson, Buffalo. 230 Fifth ave.
 Miss O Kircher, s, Crowley-Milner Co, Detroit. 116 West 32d.
 J A Thompson, hf, T C Watkins, Ltd, Hamilton, Ont. 23 East 26th.
 C Smith, hf, t, Brown, Thompson & Co, Hartford, Conn. 230 Fifth ave.
 Mr Hoffman, hf, Pettis D G Co, Indianapolis. 230 Fifth ave.
 G Krazeise, t, Carter D G Co, Louisville. 43 Leonard.
 R M Wright, c, s, hf, D H Holmes Co, New Orleans. 15 East 26th.
 A J Kline, J Calm and D Kaercher, hf, Dives, Pomeroy & Stewart, Harrisburg, Reading and Pottsville, Pa. 230 Fifth ave.
 M S Meyer, s, g, M Seller & Co, Portland, Ore. 43 Leonard.
 A Hellenthal, hf, Bon Marche, Seattle. 230 Fifth ave.
 F L Sturtevant, hf, Forbes & Wallace, Springfield, Mass. 230 Fifth ave.
 T A Keller, hf, Denholm & McKay Co, Worcester, Mass. 230 Fifth ave.
 G D Hill, t, Jones Store Co, Kansas City, Mo. 23 East 26th.
 Eugene F Loge, E B Taylor & Son Co, Richmond, Va. York.
 Albert Jassman, c, g, Meier & Frank Co, Portland, Ore. 212 Fifth ave.
 Mr Heinslich, hf, Weisberger Co, Richmond, Va. 72 Madison ave.
 G E Bacon, hf, F E Bacon Co, Rome, N Y. Latham.
 D S Wassermann, t, Wasserman-Gottman Co, Sacramento, Cal. 1150 Broadway.
 A H Baum, hf, M Goldenberg, Washington, D C. Cumberland.
 T B Cannon, c, g, hf, W A Doody Co, Macon, Ga. Breslin.
 L B Lillienthal, Lillienthal Crockery Co, Atlanta, Ga. 874 Broadway.
 E McDonald, l, J V Farwell Co, Chicago. 72 Leonard.
 C W Nyhard, Miller, Rhoads & Schwartz, Norfolk, Va.

HARDWARE EXPOSITION.

THE Pennsylvania and Eastern Seaboard Hardware Association will hold an exposition at the Madison Square Garden from February 12 to 15 inclusive. Among the displays will be housefurnishing goods from a number of concerns.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

When the order of Fuel Administrator Garfield was received here a meeting of pottery manufacturers was immediately called in the rooms of the Potters' Club, and a thorough discussion of the situation was had. The result was that a committee composed of W. Edward Wells, of the Homer Laughlin China Co.; Chas. L. Sebring, of the Sebring Pottery Co., and Hal N. Harker, of the Harker Pottery Co., was directed to leave for Washington Thursday night and present the requirements of the manufacturing potters before the Fuel Administration. Kilns already lighted had to be kept burning until "fired off"; otherwise heavy loss would be sustained. The committee was well received, some of the difficulties adjusted, and further relief promised in the near future.

Because of the shortage of gas during the past six weeks potteries hereabouts have been badly crippled, and production has been in some instance less than fifty per cent of possible capacity. About forty hours are required to "fire off" a-bisque kiln and twenty-eight for a glost kiln. Eight are required for a decorating kiln. During the cold weather the plants have been able to operate on only about half time.

William L. Smith, Sr., of the Taylor, Smith & Taylor Pottery Co., has returned from Montgomery, Ala., where he visited his son Richard, a first lieutenant stationed there.

Oliver H. Sebring, president of the French China Co., has returned to Sebring after spending several days at Pittsburgh.

Secretary Goodwin, of the United States Potters' Association, is responsible for the statement that the manufacturers are willing to do anything that is patriotic and to help the Government win the war, no matter what handicap may be placed upon them.

Preparations are under way to prevent a scarcity

of coal here next winter. A company is about to be formed in Pittsburgh that has already optioned a large fleet of coal barges and two tow-boats to be used in supplying coal for manufacturing purposes in this immediate vicinity. It will have a capital stock of \$100,000.

On account of existing conditions the improvement programme of the Southern Potteries Co., Erwin, Tenn., is in abeyance for the time being. The company contemplated erecting several seven-kiln plant units, and details were arranged for the starting of work on the second unit.

Local pottery manufacturers say that it is harder to get pottery into New York than ever before. Embargoes are now effective on all carload shipments of freight to that point. Some of the Western roads have announced embargoes within the past week, and shipping is again delayed as a result.

Edward W. Clinton, who was in charge of the Smith-Phillips China Co. display at Pittsburgh, has closed the exhibit and returned to the home office.

Indications point to the fact that less traveling will be done by the pottery salesmen this year than during 1917, when the low record for traveling was reached. A heavy volume of unfilled orders remains on the books of all local plants, and the delay in manufacturing as a result of the order from Washington makes conditions worse, of course.

Among those who have brought out new patterns this year are the Knowles, Taylor & Knowles Co. They have six designs that will rank with any they have ever produced. These are border patterns in fairly strong colors, according to the prevailing style, and they are very pleasing to the eye. At this time, when buyers are loath to put in new stocks, the fact that many have bought them is a strong testimonial to their attractiveness.

POINTERS FOR BUYERS.

NEW LUSTRES.

One of the particularly interesting lines imported by Takito, Ogawa & Co. is an exhibit of lustre ware decidedly noteworthy for the remarkable beauty of the glazes. Its fine potting and graceful shapes would prove of interest to the dealer in quest of something good at any time, but the present vogue of lustres gives it an additional attraction to those who know "what's what." In fine texture, lightness, and richness of coloring the ware compares with the finest, while its price is exceedingly modest. The soft, deep orange, delicate sea-green, yellow, blues, etc., in plain and mottled effects, are enchanting. There are bowls of various sizes; vases, flower-holders, and many other articles.

DISTINCTIVE GLASSWARE SPECIALTIES.

Everyone is looking for lines that will add tone to their department—merchandise that stamps their store as different, and that will bring customers back again. Just such goods are E. Torlotting's glassware specialties which have grown steadily in popularity until they are now recognized as among the best exclusive light cutting in the market. They get away absolutely from the familiar style of designing usually followed in this class of ware, and the patterns are so finely executed that many have the appearance of rock crystal. A number of unusually beautiful designs in stemware were added to the exhibit on January 1 and have taken so well that several patterns have already been placed in some of the city's best shops. In the assortment are bowls, comports, cake and sandwich dishes, berry sets, jam and candy jars, cigarette boxes, vases, candlesticks, plates, and everything one would expect to find in fine glassware. The complete line is on view at Mr. Torlotting's salesroom, 35 West Twenty-third street. He is also sole agent in this country for "Gouda Ware," one of Holland's most distinctive art pottery productions, and is making an exceedingly attractive showing of the line, in which are featured the new designs and shapes for 1918, comprising a host of items in very odd patterns and striking color combinations.

READY FOR BUYERS.

After several weeks of strenuous work the Horace C. Gray Co. have their new showroom on the third floor of the Fifth Avenue Building in apple-pie order. The area of the quarters enables the concern to make a much more advantageous showing of the various lines represented by them than was possible in their former location. They have over double the space occupied before, and have fitted the place up very handsomely throughout. The walls are done in a deep cream color, the woodwork in mahogany. An addition to the concerns already represented is the L. & M. Mfg. Co.,

manufacturers of an exceedingly choice assortment of light cuttings, embracing a variety of patterns and shapes that are decidedly out of the ordinary. The workmanship and finish is of a high order, and several special values are featured in the line.

GOLD AND SILVER-ENCRUSTED GLASSWARE.

Justin Tharaud, importer of L'Union Ceramique china, is also showing a line of glassware from the decorating studios of Edmonson Warrin & Co., for whom he will hereafter act as representative. Considerable space has been given over to the display, which deserves all the good things that can be said of it, being replete with artistic decorative treatments. In the line will be found some remarkably clever conceptions in raised enamel—a cluster fruit border in a black background, and outlined in coin gold, being very unusual. Beautiful gold and silver encrustations are featured in the exhibit, as well as heavy silver deposit applied in a new manner. A richly-engraved sandwich tray with a plain silver band and handles is one of the attractive examples. Besides stemware and service plates there are any number of novel articles for utilitarian purposes.

THE WORLD'S HOLIDAYS.

WHAT is believed to be the first attempt to compile a complete list of the holidays of all nations has been made by the Guaranty Trust Co. of New York. The result is a booklet of 145 pages through which the reader may determine in a moment whether any particular day of the year is a holiday anywhere in the world.

According to this catalogue, 261 holidays will be observed this year by one or more of the ninety-seven nations or dependencies listed. Not all of these are legal holidays. Many of them are observed merely as a matter of custom, and receive semi-official confirmation by being published by local chambers of commerce or in the year books or almanacs of the different countries.

During the coming year fifty-four holidays will be observed in the United States. While some of them, such as New Year's Day, Washington's Birthday, Independence Day and Thanksgiving Day, are observed by all the States and by the District of Columbia, such observance is solely a matter for each State to determine for itself, there being in this country no national legal holiday.

The booklet is designed for the use of bankers and merchants doing an international business. Its compilation was made necessary by the new position of world leadership taken by American bankers and business men. A knowledge of what days are closed to business in any given country is highly important in carrying on international trade.

THE PITTSBURGH EXPOSITION DIRECTORY.

FORT PITT HOTEL.

Room	Firm	Representative
700	Hunt Cut Glass Co	H S Hunt
702	Smith-Phillips China Co.	E W Clinton
704	Diamond Glass Co.	H W Thomas
706	Lancaster Glass Co.	L P Martin
708	Indiana Glass Co	{ G W Haskell H L Kelly
710	Mayer China Co.	A E Mayer
712	Empire Cut Glass Co.	{ C P Schuller H C Fry Cut Glass Co.
714	Taylor, Smith & Taylor Co.	C E Taylor
716	Paden City Glass Mfg Co.	David Fisher
718	Steubenville Pottery Co.	H D Wintringer
720	L D Bloch & Co, New York.	H Bigart
724	Beaver Valley Glass Co.	Alex Fraser
726	Brush McCoy Pottery Co	F H Vaughn
728	Cambridge Glass Co.	W C McCartney
739	Duncan & Miller Glass Co.	{ Jos C Rent A A Graeser
740	Economy Tumbler Co.	S P Kenny
742	S Herbert Cut Glass Co	E E Hamblin
743	McKee Glass Co.	Frank C Branum
773	Carrollton Pottery Co	{ R E Henderson A W Teplitz
776	West End Pottery Co.	J P Curry
778	A H Heisey & Co.	C G Cassell
780	Ideal Cut Glass Co.	F L Morecroft
784	Crooksville China Co	H K Connor
785	Phoenix Glass Co.	H B Whitney
788	M S Benford, New York.	
790	Lazarus & Rosenfeld.	Geo W Brownley
792	Geo F Bassett & Co.	W F Ellison
794	McKenna Cut Glass Co.	
796	Frontier Cut Glass Co.	J S Weir
639	S A Weller Pottery Co	G H Woodworth
640	United Cut Glass Co.	Sam Neuwirth
642	Jones, McDuffee & Stratton Co.	Jas P Gordon
643	Fenton Art Glass Co.	R C Fenton
671	A E Hull Pottery Co.	{ V D Kinnam G W Springer
673	Steinfeld Bros, New York.	Milton Jones
676	Vodrey Pottery Co.	T A Copperstone
678	Mitchell, Woodbury Co.	Robt W Corey
679	Corona Cut Glass Co.	C B Kishler
684	Hall China Co.	F I Simmers
685	M Herbert Co, New York.	{ Sam Neuwirth Mr Robinson
688	Southern Potteries.	{ J W Mackey E J Owen
690	The Hocking Glass Co.	I W Collins
692	Jno B Higbee Glass Co	Ira M Clarke
697	The Novelty Mfg. Co	H A Joffe
696	Camden City Cut Glass Co.	Mr Priestly
538	Royal Metal Mfg Co.	M J Eiseman
539	The West Bend Aluminum Co	Jas E Flanagan
540	Sunshine Cut Glass Co.	{ C F Reddrop C R C Brown
541	George H Bowman Co.	Charles S Ellis
543	Louis Levien, New York.	
544	D E McNicol Pottery Co.	Jack Patterson

585	Robichek Co., New York	H S Peron
439	Central Cut Glass Co.	
440	The Output Co.	{ F B Tinker Anco Silver Co
441	Westmoreland Specialty Co.	R B Reineck
485	David Saunders, Chicago.	
444	Koscherak Bros, New York.	C F Patten
339	McKenna Bros, New York	C T McKenna
385	Sebring Pottery Co.	E J Benjamin
341	Mohawk Clay Products Co.	L J Wilson
342	Old Colony Cut Glass Co.	Harry I Magid
344	Limoges China Co.	Will A Rhodes
239	E. & J. Bass, New York.	
240	Liberty Cut Glass Co.	C A Wiedemann
241	Ebling & Reuss, Philadelphia	O Janssen
244	Figueroa Cut Glass Co.	John T Rothfus
128	D C Jenkins Glass Co.	{ H C Jenkins F M Drumm
129	Bryce Bros. Co.	{ W H Duvall Kirk Bryce
137	Co-Operative Flint Glass Co	W A Reaper
621	United Novelty Co.	Mrs B Heuman
844	Quaker City Cut Glass Co.	A F Lemcke
841	S W Farber, Brooklyn, N Y.	
840	Wheeling Decorating Co.	{ E D Otto F Thurn
839	National China Co.	E E Wilgus
939	John J Hines, New York.	
940	Aluminum Goods Mfg. Co	J O Coleman
944	Potters' Co-Operative Co.	{ W E Owen H P Knobloch
1044	Empire Lamp Mfg Co.	M V Simpson
1039	The Crystal Co.	{ Mrs. Bennett Miss Bennett
1040	The Susquehanna Cut Glass Co.	T W Hamilton
1041	Kiefer Bros. Cut Glass Co.	
343	Bonita Art Glass Co.	Otto Jaeger
385	Cataract Cut Glass Co.	A H Sharpe
694	Cut glass.	F J Classen
1042	Macbeth-Evans Glass Co.	J M Collins
	H E Rainaud Co, New York.	
	Hirsch-Malgood Co.	J Hirsch

COLONIAL HOTEL.

Parlor B. A L Tuska Co. H H Thomas

HOTEL ANDERSON.

200 D E McNicol Pottery Co. H A Longstreth

CITY SHOWROOMS.

Atlantic Glass Co, 222 First avenue.
H A Tanner, 702 Second National Bank Building,
Ninth street and Liberty avenue.
Kinney & Levan, Century Building, Sandusky street.
Pittsburgh Cut Glass Co, Phipps Power Building,
Duquesne Way.
Charleroi Decorating Co and Pennsylvania Glass Mfg
Co, Anchor Bank Building, Smithfield and Diamond
streets.
Macbeth-Evans Glass Co, Chamber of Commerce Bldg,
Liberty avenue.
Mortimer Glass Co, Oliver Building, Smithfield street.
Frank M. Milliken, 209 Sandusky street.
Oriental Glass Co, Eighth and Sarah streets, South
Side.
Pittsburgh Lamp, Brass and Glass Co, Century Build-
ing, Sandusky street.
Phoenix Glass Co, Second National Bank Building,
Ninth street and Liberty avenue.
C Reizenstein Sons, 711 Liberty avenue.
Silicon Glass Co, Wabash Building, Liberty avenue.
United States Glass Co, Ninth and Bingham streets,
South Side.
Robert Rawsthorne Engraving Co, 304 Penz avenue.

THE CONDITION OF BUSINESS.

Buyers were slow in coming to New York this season. Usually by this time the large dealers from all over the country, and particularly from New England and the Middle West, have already made their appearance. It has been the custom of the latter to gravitate toward this city after visiting the Pittsburgh Exposition, or if from the East stop here on the way to Pittsburgh. At this writing both are beginning to show up.

The English and French importers are not yet ready to show any new patterns, and when they are the lines will be smaller than usual. It is hard enough to get out old designs sufficient to fill orders, without creating new ones. Besides, the experience of the last few months teaches that buyers are loath to put in open stock patterns. It must be a very attractive design indeed that will induce them to stock it.

The Japanese importers carrying stock are ready for buyers, but so far have seen few of them.

Canadians have been the most numerous visitors.

Fewer new things have been shown in glass this year than for a long time. Four-piece table sets, which in years gone by were the big feature of the business, are sadly neglected this year. The new items are mainly in decorations. Some very attractive designs in colored enamels are shown, and there are some fine effects in etchings by a new process. The growth in favor of high-grade colored work is a little remarkable, but none the less pleasing to the makers.

What is said of the importers' new patterns is equally true of those produced by domestic manufacturers. There are comparatively few of them. Some of the potters made new things, but have decided not to show them, preferring to turn their whole attention to patterns which are selling well and for which they have plenty of orders.

Cut glass has moved a little more freely than for some time. Some of the exhibitors at Pittsburgh have done remarkably well; others have had only a moderate trade.

The demand for housefurnishing goods is good, but not any more so than for other wares.

The toy trade is very quiet.

The drastic orders from Washington had a very bad effect on retail trade. Monday is always the big day of the week. The department stores advertise largely on Sundays and the result is that crowds are usually drawn. It really seems as if Saturdays would have been a better day to close for the next ten weeks.

It has been a half holiday, anyway, in most places; although we doubt if it will continue to be so.

The shortage of goods increases, and consumption would increase if goods were available. When the salesmen get on the road they will undoubtedly find as big a volume of business as they can handle.

East Liverpool and Vicinity

Plants hereabouts observed the fuel order from Washington, and operations were suspended for the specified five days. Heavy loss in production of course resulted. The loss in kiln capacity in this district so far this season exceeds all previous records. Embargoes on shipping and the receipt of raw materials continue.

Pittsburgh and Vicinity

On moderate-priced lines of glassware a very fair business is being reported by manufacturers. The higher-priced lines are not so active this season as they were a year ago. Blanks for cutting are in fair demand. Tumblers are very active. The Washington fuel order looked serious for the industry at first, but an exemption was granted in time to prevent disaster.

AN EMERGENCY HEATER.

AS everyone knows, an ordinary kerosene lamp gives out a considerable amount of heat. To utilize its warmth-diffusing qualities all that is necessary is to put a canopy over it, sustained by a suitable frame, and the result is an oil heater of no mean proportions. Edward Miller & Co. have so fitted up a line of these lamps, and are selling a lot of them.

JOE BRUNNER'S ANNUAL SPREAD.

AT the second annual banquet and round-table gathering held at Seattle, Wash., by Joe Brunner, Northwestern representative of Himmelstern Bros., San Francisco, on December 30, the guests were the recipients of telegrams containing the kindest expressions from Knowles, Taylor & Knowles, East Liverpool; Lehman Bros., New York; Massillon (O.) Aluminum Co.; Brush-McCoy Pottery Co., Zanesville, O.; Furst Bros., Baltimore; Central Glass Works, Wheeling; Laurel Cut Glass Co., Jermyn, Pa.; Takito, Ogawa & Co., New York; and Imperial Glass Co., Bellaire, O.

Among those present were F. P. Spelger, F. W. Hurlbut, H. M. Pease, L. J. Vampell, C. A. Gay and

M. J. Lauridsen, of Spelger & Hurlbut; Chas. G. Moore and A. J. Martin, Seattle Dry Goods Co.; Wm. Kenner, Frederick & Nelson; A. Hellenenthal, Bon Marche, all of Seattle; Albert Jassman, Meier & Frank, Portland, Ore.; E. F. Smith, Marshall Field Co., Chicago; W. H. Spindler, Rhodes Bros.; M. C. Thiel, Stone-Fisher Co., and R. Paulson, Tacoma; B. Hochstadter, Grand Leader Dry Goods Co. Everett; Henry Schmitt, Bellingham; Wm. L. Rhodes and Geo. T. Dutch, Rhodes Bros. Seattle; and Geo. Halliday.

WAR SAVINGS STAMPS.

WITH characteristic energy Lee Kohns, of L. Straus & Sons, chairman of the crockery, glass and allied trades committee, has been busy arranging centres of distribution, and is getting prompt responses. He sent out the following letter:

I am asked by the committee in charge of the U. S. Thrift Card and War Savings Certificates to organize centres of distribution for the placing of this particular loan in the china and glass trade.

The request made of each house is simply that it shall become headquarters for the distribution of these stamps, and that there shall be put in a prominent place in each establishment circulars and announcements, so that employees and all with whom you come in contact may have an opportunity of assisting in this patriotic service by buying stamps.

The demands that will be made upon such member of your firm as you may indicate will be no more arduous than what I have described above, and I trust that I may presume upon your co-operation.

Further details will be explained at a meeting to be shortly called at the headquarters of the National War Savings Committee for Greater New York, Emigrant Savings Building, 51 Chambers street, due notice of which will be mailed to you, and which I would ask someone from your house to attend.

May I crave your prompt acceptance of this designation?

Among those who have agreed to act as agents are:

Kennard L. Wedgwood, 133 Fifth avenue.
Wm. S. Pitcairn, 104 Fifth avenue.
Herman C. Kupper, 52 Murray street.
Lucien D. Bloch, 153 Fifth avenue.
J. Duncan Dithridge, 240 Fifth avenue.
Jonn J. Miller, 54 Murray street.
Wm. F. Dorflinger, 36 Murray street.
J. Nixon, 141 Fifth avenue.
Walter Strobel, 63 West 23rd street.
Louis Wolf & Co., 221 Fourth avenue.
E. I. Horsman Co., 11 Union square.
Louis Levy or Mr. Schmidt, B. Illfelder & Co.
A. M. Tibben, Geo. Borgfeldt & Co.
D. K. Irwin, 49 West 23rd street.

As Mr. Kohns has jurisdiction over the crockery, glass, housefurnishings and allied trades, there are many more who can without any inconvenience aid in this necessary work, and quick action is important. The crockery and glass trades have always been prompt in

responding to any call made on them for any purpose, and in this case they will no doubt make as good a showing as any other industry.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Glass manufacturers were more than pleased when news was received from Washington that the industry had been exempted by the Federal Fuel Administration. Had they been compelled to draw fires it would require six weeks' time before plants could again resume normal schedules. To suspend manufacturing and merely keep glass hot would effect but a small saving in fuel consumption; and the order permitting the operation of the industry as usual was only sensible, to say the least.

Prices of packages were advanced last Monday. Barrels that formerly were billed at 75 cents are now listed at \$1. The increased cost of staves, nails and labor is given as the cause.

With a capital stock larger than any glass company now in existence, the Triplex Glass Corporation of America has just been formed with shares amounting to \$10,000,000, according to reports heard here. The incorporators are Clement M. Egner, Elkton, Md.; C. L. Rimlinger and M. M. Clancy, Wilmington, Del.

The factories of the Hazel-Atlas Glass Co. and the Owens Bottle Machine Co. did not suspend operations even for a day.

With a capital stock of \$25,000 the Caldwell Glass Co. has been formed at Hawthorne, Pa. H. P. Fitzpatrick, of Hawthorne, is at the head of the concern.

Announcement is made that the plant of the Norwood Glass Co., recently destroyed by fire at Clarksburg, W. Va., will be rebuilt as soon as materials can

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

HELP WANTED.

A LIVE representative wanted in New York City, also one to cover the South, for a very popular-priced, high-grade cut glass line. Goods are well known. Address A 158, this office.

BUSINESS OPPORTUNITIES.

WANTED—To procure agencies for an established line of high grade light cut glassware in New York City, Philadelphia, Chicago and Kansas City. Address A 159, this office.

be delivered. This will, however, take several months, on account of the congestion of the railroads and shortage of building materials.

The Hazel-Atlas Glass Co. has declared a cash dividend of 2 per cent and a stock dividend of 25 per cent.

Nothing can dampen the patriotic ardor of Henry W. Nickel, city sales manager for the United States Glass Co., Pittsburgh. After completing his work in

the recent Red Cross drive in that city, he is now deep in the War Savings Stamps drive.

At the annual meeting of the Central Glass Works, Wheeling, 2,582 shares out of 3,000 were represented either in person or by proxy, and the stockholders elected the following board of directors: Joseph Speidel, Sr., Edward J. Schaub, James Steadman, A. S. Hare, Dr. O. A. Burdats, Fred Behrens and Howard Hazlett. Reports showed the business of the past year to have been the best in the history of the company.

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CROCKERY and GLASS JOURNAL

NEW YORK, JAN. 31, 1918.

THE CONDITION OF BUSINESS.

New York

Buyers are arriving in force and are canvassing the market in hope of getting wares for immediate shipment, as well as placing import orders. They are finding but very little stock, however, and so far the volume of business placed for import is not large, with the possible exception of that for English goods. Buyers say that they have not received much more than half the wares previously ordered, and do not see much use in ordering more. Experience ought to tell them that they are more likely to get what they need if they place orders in advance, even if they are behind in receipts now, as the situation is not likely to be any better for months to come.

Domestic manufacturers of pottery are still suffering from lack of fuel, but are booking business right along, although they are weeks behind in shipments. Buyers are anticipating fall business and placing their orders. The volume of these is not as large, however, as it would have been had they received all the goods previously bought.

Glass manufacturers are not all in accord as to the amount of business done so far this season. Some of them report a big trade; others are complaining. The volume of business done at the Pittsburgh Exposition was not nearly as great as last year; but as stocks in the hands of wholesalers and retailers are very light, the orders will come when the men get on the road.

The demand for cut glass is still moderate. Ex-

ceptional values find a fairly ready market; but there does not seem to be a great desire to stock up.

While the demand for housefurnishings is fairly good, it is not as brisk as last year.

There is some call for toys, but as the main supply now comes from domestic sources buyers are not as eager to place their orders as they were when they bought on import. They seem to think they can get what they want a little later.

Retail trade has suffered on account of the inclement weather all over the country. Added to this, stocktaking has been going on, and as usual buyers are charged not to buy any more than they actually need until the books are balanced. Often, however, they have to place orders in advance, regardless of stocktaking. This year there seems to be a little difference, and they are not buying as freely as they ought. It is hard to persuade the merchandise man to "stretch the string" a little and prepare for the future. And yet it is very plain to most people that it will be just as difficult to get crockery and glassware this year as it was last, if not even more so.

Many goods will be released as soon as a warm spell comes and the railroad embargoes are removed, and these will help the retailer a whole lot. Thousands of packages now clutter the streets of the pottery districts, and the warehouses of all the glass factories are

packed to the limit. But there are many consumers waiting for these goods, and they will go so quickly that more will be needed at once.

East Liverpool and Vicinity While new business continues to be received by the pottery manufacturers in this territory, the fuel situation is still acute, and the railroad problem shows no immediate signs of solution, either for the shipping of finished products or receipt of raw materials.

Pittsburgh and Vicinity Orders continue to be received in very fair volume by glass manufacturers, although manufacturing is not up to normal. Some plants have been idle for from ten days to two weeks on account of fuel shortage. Shipping problems continue grave. Business at the Glass Exposition ended better than salesmen anticipated, judging from early indications.

AT CHICAGO.

THE city has been visited by a number of buyers during the week, and considerable business has resulted. But in almost all cases the buyers are showing caution. They are purchasing with great discrimination, and there is marked restriction in the volume of transactions.

The effect of government control of the railroads has not yet been noticed by the crockery and glass men here, so far as increased facilities for shipments are concerned.

Albert Ellinger, merchandise manager of the Boston Store, died at his home here during the week from diabetes after an illness of only a day. He was fifty-eight years old.

E. A. Baker, buyer for one of the stores of Springfield, Ill., was in the city looking over factory lines during the week. He will continue on his way East.

Walter Redfield, representative of factory lines, will leave this week on a trip to his factories and to the Eastern market.

Many salesmen have postponed the trips which they usually make at this time on account of the severe weather.

H. M. Magnus, buyer of Duluth, Minn., was in the city during the week en route to New York.

W. T. Darden, of W. T. Darden & Co., has re-

ceived a letter from his son, Sperry Darden, who is in the army at Columbus, O., telling him of his recovery from a recent illness. Sperry, who was formerly with Albert Pick & Co., has taken a great liking to camp life.

Pete Rinkin, buyer for the Boston Store, will leave in a few days on another trip through the East.

Walter Leasure, who came on from Pittsburgh last week to join the Chicago sales force of the United States Glass Co., has started his duties. He will look after the city trade.

A. W. Hubbell, of Marshall Field & Co., is expected to leave on an Eastern buying trip some time this week.

G. W. George, of Miles City, Mont., was in the city this week buying crockery and glassware.

FANS AND THE JAPANESE.

VERY few realize the immense importance which the Japanese attach to their fans. It is no exaggeration to say that in Japan everybody carries a fan, and a fan means a great many things, according to its use.

There is an enormous variety of them. The cheapest and most usual forms are familiar to everyone.

One of the most curious is the iron war fan. This was invented in the eleventh century for the use of military commanders, either for direction of their soldiers or as a shield for defence. It is made of leather or iron.

The water fans are made of bamboo and are thinly lacquered so that they may be dipped in water to secure extra coolness while fanning.

Another kind is the revolving white fan, which clings around its stick and can be rolled up.

A strong, flat paper fan is used as bellows to blow the charcoal fire in the kitchen.

The "agi" are folding fans. They are painted with flowers and tied with white silk. These are the court fans, and different flowers are appropriated by different great families.

Sometimes an innocent-looking fan case holds a dagger, while preachers carry notes of their sermons in theirs.

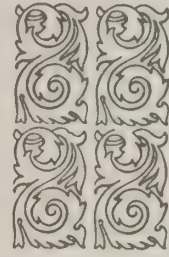
All the old legends are told by the arrangement of houses, flowers, figures and birds painted on the faces of the fans. An endless etiquette is involved in their use.

With the Japanese the fan is an emblem of life. The rivet end is the starting point, and as the rays of the fan expand, so the road of life widens out toward a prosperous future.



Pointers for Buyers.

Where Live Merchandise May Be Obtained.
Tips to Dealers Looking for Ready
Sellers.



GOOD SELLERS.

Swiss wood carvings are known the world over and are always in demand. Realizing their importance, H. C. Kupper has imported a lot that are a big advance over the best that Switzerland has hitherto produced. A large number of these pieces are carved in the impressionist style and then colored. There are monks, milkmaids, men, children, horses, cows and dogs. Many combine utility with beauty; others are purely ornamental. Among the useful pieces are ash trays, paper weights, watch stands, and things of that kind. The figures are realistic portrayals of a certain class of peasants, and the colors are true to nature. They are the work of artists in the Bermese Oberland, long noted for producing the best wood carvers in the world.

NEW THINGS IN GLASS.

Manager Ed. Craig has some added attractions in new designs at the showroom of the United States Glass Co. in the Albermarle Building, Twenty-fourth street and Broadway, that are of more than passing interest. A beautifully-executed new enamel decoration on very dainty stemware is one of the good things to be seen. The treatment consists of forget-me-nots gracefully festooned from clusters of pink roses, with a 24-karat band and line adorning the edge and foot. Other additions that will prove interesting to those cutters who have already found success with the line are several new items in the No. 1581 shape. One of these is a cheese-and-cracker dish made in one piece, instead of the usual two. The pretty eight-paneled style, with its alternating wide and narrow panels, is particularly good. There are also several new sizes in sandwich trays, plates, baskets, bowls, etc.

NEW DESIGNS IN ETCHED WARE.

Many new things have been received from the Fostoria Glass Co. by John Nixon at the local salesroom, 141 Fifth avenue. A deep plate etching shows a charming and rather elaborate treatment of an Adam design, while the "Parisienne" and "Garter" are two needle etchings that are above the ordinary. There is also an original conception in a complete Colonial line that is sure to "go big" with the trade. A new style of deep flute which runs to quite a decided point is employed,

giving a sharply-scalloped edge to the items that is as effective as it is unusual. An assortment of new light cuttings, featuring floral patterns, is of exceptional merit.

DECORATED GLASSWARE.

Dealers should not fail to visit the showroom of the Cambridge Glass Co., 49 West Twenty-third street, where D. King Irwin is displaying some interesting additions to the concern's line. Buyers for stores catering to a discriminating class of trade will be particularly attracted to several very high class decorations. One of these, a delicate frosted iridescent glass, to be had in several odd-colored band treatments, and somewhat suggestive of Venetian ware, provides an exceedingly salable assortment of items, including jugs, tumblers, vases, stemware, etc. The same glass is also shown with various designs etched in colors. Then there are some rich gold incrustations on a line of superior-quality crystal. These include beautiful band patterns as well as other elaborate conceptions, one or two in combination with heavy colored enamel designs being very fine. They are shown to particular advantage on such items as handled sandwich trays, sweet-pea vases, etc.

NEW FRENCH DINNERWARE.

The array of new dinnerware designs just placed on view at the showroom of L. Bernardaud & Co., 46 Murray street, is one of the most interesting this well-known factory has ever turned out. New arrangements and color schemes have been employed to excellent advantage. One very artistic creation is an all-over floral design in a striking deep blue and orange color combination. Several Dresden effects are also worthy of special mention. A unique pattern in one of the short lines is a cretonne effect in rich coloring and wide border arrangement that is destined to find a great deal of favor.

CUT AND ETCHED WARE.

A line that easily takes its place among the strongest of its class is that of the Corona Cut Glass Co., Tiffin, O., who have just sent their New York representative, H. Benedikt, 7 West Twenty-second street, a large shipment of new samples of tasteful light cut patterns and deep plate and needle etchings in new and excep-

tionally neat effects on stemware and other items for table service. Attention is attracted by the "big eight- and twelve-piece assortments," consisting of the most salable pieces in original light cuttings, specially priced so that they may be retailed at fifty cents and still leave a nice profit for the dealer.

CHILDREN'S PLATES AND SETS.

The 1918 samples in Shelley china recently received by Maddock & Miller include an interesting collection of new designs. Taking a prominent place among them is one of the best lines of children's plates seen in many moons. The designs are cleverly worked out in delicate pastel shades, while a buff-toned border encloses the first one or two lines of a "Mother Goose" rhyme, the principal part of the subject being pictured in the center of the plate in a wealth of coloring. Aside from plates there are three-piece sets, consisting of plate, bowl and jug, as well as mugs, cups and saucers. The designs have been registered, and patent applied for. The line is priced very reasonably, allowing a good profit for the retailer, and a large stock is expected in time to make deliveries for the Eastern trade.

CEREAL SETS.

The large demand for cereal sets has brought another manufacturer into the field. The Brush-McCoy Pottery Co., Zanesville, O., have sent their New York agents, Cox & Lafferty, 1140 Broadway, a line that every buyer of this class of goods should see. The sets measure up to the highest standard in every particular. The two decorations shown are very good—a Dutch mill scene in blue and white, and a trellis pattern on a shaded gray background with a cluster of grapes and leaves in natural colors standing out in effective contrast.

POPULAR-PRICED LAMPS.

The E. W. Hammond Co. have acquired for representation here the lamp line manufactured by the Novelty Gas and Electric Fixture Co., Philadelphia, who have the reputation of turning out one of the best popular-priced lines on the market. The samples, comprising twenty-seven exceptionally strong numbers, are now on view at the Hammond salesroom. There are several attractive pottery bases fitted with metal and glass shades, as well as cast metal standards. All finishes are represented—verde, antique brass, brushed brass, gold, bronze, and other pleasing styles.

"JIM" STEWART ROBBED.

ONE day last week some uninvited guests called at the Brooklyn home of J. M. Stewart, who runs "The Crystal Shop" on West Broadway. They went in by the back door, and left the same way without disturbing him. About a thousand dollars—in money, jewelry, and cut glass—went with them. The police are now on the hunt.

COL. RHODES VERY MUCH ALIVE.

REPORTS last week that Col. Will A. Rhodes was dead were from such unquestioned sources that the press was led to publish his obituary. He is very much alive, to the satisfaction of everybody, and he undoubtedly was amused when he read the accounts of his demise. It does not often fall to the lot of men to peruse their own obituaries. Of course all kinds of apologies are offered, with the hope that it will be a long time before the occasion arises to correctly chronicle such an event.

OBITUARY.

GEO. M. WILKINSON died at Seton Hospital, this city, January 29, aged forty-six, of tuberculosis after an illness that had lasted nearly three years. He was born in England, but at an early age went to Canada with his parents, and eventually found his way to this country. After various experiences in the crockery trade he became a buyer, and was for a number of years with Schlesinger & Mayer, Chicago. He had no relatives here, so far as is known, but through the good offices of W. S. Pitcairn and the office force of J. H. Venon arrangements for his funeral were made and services held at 353 West Thirty-eighth street on Wednesday afternoon. Owing to the short notice, only a few of his old friends were present at his obsequies.

S. Herman Sterling died suddenly at his home in Detroit of heart disease on January 16, aged sixty-one. For more than thirty years he had been connected with the Consolidated Lamp and Glass Co., Coraopolis, Pa., and for the past five years represented that concern in Detroit. He was popular with the lighting glass trade wherever known.

CHANGES AT THE POPE-GOSSER CO.

HAVING been unsuccessful in effecting the purchase of the majority stock from the legatee of the late C. F. Gosser, Messrs. J. P. Carling, Wm. I. Pope and B. W. Pope have severed their manufacturing relations with the Pope-Gosser China Co., Coshocton, O., although still holding stock in the concern.

J. P. Carling has been associated with the company since 1909 as salesmanager, becoming president and general manager after the death of Mr. Gosser in 1916, and it is largely due to his efforts and those of his sales organization that the success of the company has been so great.

The late I. Bentley Pope was concededly one of the most successful potters of this country, having worked out a formula which produced a quality of semi-vitreous ware second to none in America, and after his death

in 1912 his son, Wm. I., continued the formula and was successful in maintaining the same high quality.

B. W. Pope, a younger son, was in charge of the decorating shop, and materially strengthened the excellent class of decorations turned out.

Geo. C. Mitchell, son-in-law of Mrs. Fannie N. Burns, Mr. Gosser's legatee, and recently a salesman for Sinclair & Valentine, manufacturers of printing ink, New York, becomes president and general manager.

WE COVER THE WORLD.

ONE effect of the war has been to largely increase our subscription list in foreign countries. We have always had a good list of subscribers abroad, every exporting house and pottery making goods for this country being among our patrons. In other lands buyers in goodly numbers receive the paper regularly. We have subscribers in Canada, Asia, China, Africa, Siberia, Russia, India, and all Europe except some of the minor principalities on the Mediterranean. In short, the CROCKERY AND GLASS JOURNAL is read in all parts of the globe. It is on file in all the public libraries everywhere.

PLAN TO END TERMINAL CONGESTION.

THE Merchants' Association of New York has formulated a plan for relieving the freight situation and presented it to the commission dealing with the matter for their consideration.

"There is no other city in the United States so situated as is Manhattan with reference to the handling of its enormous domestic traffic necessary to care for its millions of people and the handling of raw materials and the manufactured products of its industrial life," says the report. "As the city is located on an island, the terminals of the carriers have to be served by carfloat or lighterage service.

"By reason of inadequate trackage or team track facilities, or warehouses and industries served by the private or industrial track, practically all the carload package freight destined to Manhattan has to be by carfloat to the pier facility of the carrier line, or by lighter to public or private pier, and this carload freight has to be cared for in addition to the less than carload merchandise through the pier for delivery to the consignee, whereas in other communities delivery of carload freight would be taken from car door.

"In the case of delivery through a pier station, even the New York Central, owing to lack of land facilities and an apparent inability to develop them, in order to accommodate the merchants of the different sections of the city, has had to resort to pier deliveries. the carfloat has to be placed alongside the pier and the freight

has to be unloaded by the carrier from the car to pier floor, where delivery is made to consignee.

"In taking delivery the truckmen are required to enter upon the pier to secure their freight, and in busy hours a consignee can have only one truck on the pier at one time, lines of communication or driveways have to be maintained throughout the length of the pier, so trucks may have access to their freight where piled. This method of handling freight not only reduces the capacity of the pier station as compared with stations where delivery is made through side doors, but also leads to great confusion on the pier, and to congestion and loss of efficiency by reason of the number of trucks employed by the hundreds of different consignees to remove their freight. For example, a truck hauling 500 pounds of merchandise would take up as much room on the pier as a truck hauling two and one-half to three tons, and with very little saving in time.

"The ideal arrangement with existing facilities would be store door delivery and pick-up service, with all freight delivered through pier stations upon arrival to be handled from carfloat to truck and then immediately handled for delivery to consignee at store door.

"Under such plan the trucking company could have lined upon the pier batteries of trucks serving particular zones, and as the freight is unloaded from carfloat, which is usually in the early hours of the morning, each truck would be loaded according to the zone which it is to serve with freight for consignees in that zone. The truck would then be ready to proceed with the delivery of freight with the opening of business hours. The same method could be continued as more freight may be floated in during the day. The pier station would thereby be kept free of incoming freight awaiting calls and more adequate facilities would thereby be provided for the handling of outbound business. By this trucking method deliveries would be made earlier than under present methods, and before the consignee under present methods receives notice of arrival.

"The same trucks should also be employed in picking up freight for movement from store to pier station for outbound shipment. By this method, with proper co operation on the part of shippers, a more even delivery of freight to the pier stations throughout the day could be accomplished and the frightful line-up and delays to trucks which take place in the late afternoon would be avoided.

"By this method trucks would be substantially assured of full loading in one direction and probably in both—instead of, as now, being engaged largely in a one-way empty movement or only partly loaded movement.

"In order to make such an arrangement effective it would mean the taking over of the trucking to and from railroad stations by the railroads, or an organized trucking concern under the employment of the carriers, or the pooling of trucking under a competent manager."

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp,
Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JAN. 31, 1918.

THE month we are entering upon, the shortest in the year, will have twelve holidays, counting the four half Saturdays as two full days. In other words, there are sixteen working days in which salaried men will draw full pay.

SALESMANSHIP.

MORE rot has been written about salesmanship than possibly any other subject in the world. Nine times out of ten the stuff is from the pens of men who never sold anything in their lives. The most of it is purely theoretical. It reads well, but is very hard to practice. Still, the ambitious man who wants to become a salesman may find an idea or two which, if he is bright, he can use as a basis to work out something practical. Men who are not "born salesmen" may by study and observation improve whatever ability they may possess, and the real salesmen can sometimes get pointers out of the poorest of these attempts to teach. Occasionally something is printed that is really worth while—illustrations of how men have accomplished certain deals, methods of approaching prospective customers, etc. How to take advantage of certain conditions may be gleaned from many of these articles; but it is not wise to copy too closely any man's way of doing business. One salesman can be brusque, slap his customer on the shoulder, call him by his first name and be very familiar, without giving offence. Let anybody else attempt such a course, and he would be kicked out. Another will approach his prospect with the utmost

regard for the conventionalities. A salesman should be able to read character and adapt himself to each individual buyer, remembering that good manners, clean clothes, polite language and a certain amount of dignity are always to be desired.

The most important characteristic of a salesman should be his truthfulness. Misrepresentation and half truths are bound to react. He may be successful for a time, but the moment he is discovered telling what is not true his usefulness is gone. A lie will mark him forever as a doubtful character, and when he tells the truth his statements will be regarded with suspicion.

While it should be the endeavor of every salesman to dispose of as many goods as he can safely, it is bad policy to overload any customer, and particularly one who trusts in the salesman's integrity and judgment. He may at some time do this inadvertently; but if he ever repeats the trick he has lost his customer for all time.

When to talk and when to stop talking is something that every salesman should learn; but nothing can teach him except the study of the other man.

It is well to read everything about selling goods that comes your way. The point is to determine if you can adapt the instruction to your own use.

PERSONAL.

ON Tuesday of this week Lieut. Lambert Dorflinger bade farewell to this part of the country for awhile, having been transferred from Camp Dix, Wrightstown, N. J., to Waco, Tex., where he will be attached to the signal corps of the aviation section. Life in Texas will not be altogether a new experience for him, as he spent nearly a year on the Mexican border as a member of the Seventh Regiment.



M. K. Lindner, with the Dohrmann Commercial Co., San Francisco, accompanied by Mrs. Lindner, arrived in New York on Monday for an indefinite stay.



A welcome visitor at the salesroom of the United States Glass Co. last Thursday was Milton C. Hill, Jr., formerly of the concern's office staff and now a member of the 106th Infantry, encamped at Spartanburg, S. C. He is enjoying a ten days' furlough before his expected departure for France in the very near future.



I. H. Baker, head of the Century Cut Glass Co., Saugerties, N. Y., was in town on Monday and Tuesday of this week.



C. T. McKenna, of the McKenna Eros. Sales Corporation, returned on Sunday from Pittsburgh, where

he had charge of the concern's exhibit. His business there was very satisfactory.



C. A. Weidemann, manager of the Liberty Cut Glass Works' local office, left on Saturday for a visit to the factory at Egg Harbor, N. J.



Daniel A. Ripley, formerly of Ripley & Co., Connellsville, Pa., is now in charge of the Heinz bottle factory at Sharpsburg, of which he has been engaged as superintendent. He succeeds the late Jesse E. Johnson, whose death, from pneumonia, occurred in December.



Chas. Hass, with the Raphael Weill Co., San Francisco, writes that he expects to be in New York about the 12th of February.



G. W. Blackinson, of the Jefferson Glass Co., Folsom, W. Va., who one day this week drove from Cleveland to his home in a motor car, writes that in places the snowdrifts were as high as the top of his car. It was hard work, but lots of fun (after it was all over).



George O'Hara, buyer of pottery and glassware for Trask, Prescott & Richardson, Erie, Pa., has severed his connection with that firm.



Major Wm. D. Finke writes that he is attending the school in artillery at Fortress Monroe. It is the hardest kind of work. About 300 officers from all parts of the country are taking the course.



Henry R. Shirley, of the Maddock & Miller traveling staff, arrived at headquarters on Tuesday from his home in Honesdale, Pa. He will remain in New York during the import season, after which he will make his regular trip.



A. E. Smith, Mr. Sexton and Mr. McKay, buying for the wholesale and retail ends of the Phillips & Buttorff Mfg. Co. Nashville, Tenn., arrived in town Monday.



J. E. Marsden, of the Liberty Cut Glass Works, Egg Harbor, N. J. spent the latter half of last week in the city.



War has caused such a scarcity of eligible young men that last week, in Glen Ridge, N. J., eight girl friends of the bride took the part of ushers at the wedding of Miss Gertrude M. Hinrichs, daughter of Louis Hinrichs, formerly European buyer for L. Straus &

Sons, and Samuel G. King, U. S. N. R. F. They served owing to the absence of many of the bridegroom's friends, who are engaged in Government service.



Charles D. Fraunfelter, president of the Ohio Pottery Co., Zanesville, was in town the early part of this week,



Arthur E. Soules, of Salinger, Magnus & Soules, spent Monday and Tuesday in Philadelphia seeing some of the trade there with Arthur S. Moore, the concern's Eastern traveler, and returned to New York on Wednesday to complete the preparation of his line for his regular trip through the South, on which he will leave Sunday. Mr. Soules has a host of friends through this territory, which he has traveled for several years, and is sure to receive a warm reception when he arrives as representative of his own concern.



S. P. Gray, buyer for the Block & Kuhl Co., Peoria, Ill., arrived in New York on Monday for a two weeks' stay. He is registered at the Prince George.



Joseph Levy, buyer for the Lewis & Neblett Co., Cincinnati, left for home last Saturday after spending some time in town placing orders.



Theodore Schleuter, of Oakland, Cal., who is in town buying china and glass, was some years ago a professional bicycle rider, but gave it up to go into business with his father, A. Schleuter, and by his energy, progressiveness and genial personality—everybody likes him—has largely increased the already prosperous trade of the concern.



J. J. Niland, cut glass manufacturer, Meriden, Conn., was calling on the trade in New York this week.



Leo Himmelstern, alert as ever, arrived from San Francisco this week. He is very optimistic about business, and for that very reason, among others, is doing a big trade. Mr. Himmelstern radiates good feeling, and is always a welcome guest in New York.



A. B. Evans, who is touring New England for Meakin & Ridgway on his first trip for the year, is, as usual, sending in good orders.



No man is more welcome than Guy C. Robinson, of Kinney & Levan, Cleveland, who was in town this week. He always wears a smile, and it is a pleasure to shake him by the hand.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

In addition to those noted under the head of "Personal," the following buyers were reported this week:

Santiago Sanchez, c, g, l, Sanchez & Co, Buenos Aires. 377 Broadway.
 W Lawrence, hf, Killian & Co, Cedar Rapids, Ia. Breslin.
 H P McGregor, c, H P McGregor & Co, Wheeling. Imperial.
 Mr Hemlich, hf, Weisberger Co, Richmond, Va. 72 Madison ave.
 H P Hunt, c, g, H P & H F Hunt, Boston. Grand.
 D Oransky, t, Oransky & Son, Des Moines, Ia. 72 Madison ave.
 S M Wilkes, c, g, S M & E H Wilkes Co, Laurens, S C. Grand.
 J O Moque, hf, Woodward & Lothrop, Washington. 334 Fourth ave.
 J Mofat, hf, T S Martin & Co, Sioux City, Ia. Broztell.
 L Neubrick, c, g, Crowley, Milner Co, Detroit. 116 West 32d.
 E Wise, hf, Wise Furniture Co, Chicago. Imperial.
 B Klawans, hf, Washington. Central.
 F F Abbott, hf, Howard & Barber Co, Derby, Conn. 404 Fourth ave.
 R M Wright, c, D H Holmes Co, New Orleans.
 Samuel B Weller, c, g, Newton, Weller & Wagner Co, San Antonio, Tex. McAlpin.
 R R Babington, hf, People's Store Co, Tacoma, Wash. 25 East 26th.
 A Alligood, hf, J H Rehder & Co, Wilmington, N C. Breslin.
 I Marks, t, Marks & Knoring Co, Boston. Somerset.
 S Greenspan, c, g, Greenspan Bros Co, Bowling Green, Ky. Wallick.
 Miss F L Allen, s, and W P Stanton, hf, Stewart & Co, Baltimore. 2 West 37th.
 G L Hovley, hf, W Hengerer Co, Buffalo. 2 West 37th.
 Miss E Fitzpatrick, Siegel, Cooper & Co, Chicago. 404 Fourth ave.
 J Diehl, hf, Diehl Furniture Co, Allentown, Pa. Wallick.
 H M Brenner, hf, Independent Chair Co, Boston. Wallick.
 A Pett, g, hf, L Hammell Dry Goods Co Mobile, Ala. 1150 Broadway.
 A N Silverstein, c, New Orleans Queensware Co, New Orleans. Hargrave.
 Mr Evans, hf, J N Adam & Co, Buffalo. 2 West 37th.
 J Davidson, hf, Davidson's Bazaar, Green Bay, Wis. Breslin.
 P A Murkland, c, g, Sears, Roebuck & Co, Chicago. 115 Fifth ave.
 Mr Garrison, s, W L Milner & Co, Toledo, O. 116 West 23d.
 M Creuson, c, hf, t, Cohn-Hinkle D G Co, Wichita, Kan. 1239 Broadway.
 Miss M Donovan, c, Morehouse, Martens Co, Columbus, O. 1170 Broadway.
 J C Rieke, hf, W M Rieke & Co, Paducah, Ky. Preslin.

J L Warren, hf, Wise, Smith & Co, Hartford, Conn. Navarre.

J L Richards, c, Hale Bros, San Francisco, 50 Union Square.

G F Williams, s, The Fair, Chicago. 225 Fourth ave.

WAR SAVING STAMPS.

To further the distribution of War Saving Stamps Lee Kohns has appointed William Mitchell as his representative to call on the crockery, glass and allied trades and induce them to act as agents. Mr. Mitchell is not unknown in the business, being at one time in the employ of L. Straus & Sons, and as no one will hesitate for a moment in accepting the agency he will soon be able to report a large accession to the ranks of those who are already aiding the Government in placing the stamps.

BUSINESS BRIEFS.

The Calvert Doll and Toy Co. has been incorporated at Peoria, Ill., with a capital of \$25,000 by Edith Calvert, Wm. Pecak and G. W. Hill.

* *

Lit Brothers, Philadelphia, have declared a semi-annual dividend of five per cent and an extra dividend of two and a half per cent, payable February 20.

* *

Sophia Jerchower, trading as the Manhattan Five, Ten and Nineteen Cents Store at 371 Eighth avenue, this city, has made an assignment to Morris Streusand.

* *

The Aluminum Ware and Mfg. Co., Newark, N. J., has been incorporated with a capital of \$1,000,000 by John E. Potter, George J. Bradenburgh and James H. Opp.

* *

The Modern Glass Co. has been incorporated at Columbus, O., with a capital of \$10,000 by Orlando Cawnis, P. S. Bradford and others. It is a Toledo concern.

* *

The China Products Co., Huntington, W. Va., has been incorporated with a capital of \$150,000 by J. B. Owens and W. H. Dunn of New York and C. T. Marshall, C. F. Ludman and Cecil W. Tanner of Zanesville, O.

* *

At the first annual meeting of the board of directors of Shapiro & Aronson, Inc., manufacturers of lighting fixtures, this city, January 22, the following officers were elected: D. Shapiro, president; N. W. Belmuth, treasurer; M. Rosenberg, secretary; H. A. Leibler, assistant secretary.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

The formation of a new pottery corporation, with Cleveland and other northeastern Ohio interests back of the movement, and a capital stock of not less than \$1,000,000, is a possibility of the near future. This concern will make vitrified hotel china and semi-porcelain. Recently-invented clay shop machinery and continuous kilns are to be installed. The main offices of the company will likely be established in Cleveland.

* *

On top of this report comes another from Paducah, Ky., that a movement is on foot to erect a moderate-sized pottery there for the manufacturing of a general line of semi-porcelain ware.

* *

Packing straw, which pottery manufacturers were formerly able to obtain in very liberal shipments on a basis of from \$7.50 to \$9 a ton, is now scarce at \$15.

* *

Additional trouble was heaped upon pottery manufacturers here the past week when they were notified that staves for casks and other materials for packages were about exhausted. Several potteries were unable to obtain casks or crates at any price.

* *

The Pennsylvania Railroad Co. is now refusing to accept either carlot or less than carlot shipments for points east of Pittsburgh. Small lots, however, are being accepted for a few western points. Thousands of packages are awaiting shipment.

* *

The Croxall Chemical and Supply Co. announced this week that its records show between fifty and seventy-five cars of clay tied up on the Louisville & Nashville Railroad for delivery in this immediate vicinity. Unless clay is delivered soon the supplies at some plants will be all but exhausted.

* *

While there is "no use crossing a bridge until you come to it," the potters whose plants are located along

the Ohio River front here do not disguise the fact that a flood is probable this season. Snow in the mountains have been heavy. The Ohio is frozen over solid to Pittsburgh, and the Allegheny and Monongahels are also bridged with ice. Warm weather and rain would create a serious condition throughout the entire Ohio Valley, and some of the river front manufacturers are doing all they can to fire off bisque kilns. The flood of 1908, when passage along the "lower road" was impossible, will never be forgotten.

* *

Instructions have been received at some potteries here to hereafter ship all orders by express to certain houses in the Western territory, as they are in urgent need of merchandise.

* *

Ambrose Cartwright, of the Cartwright Bros. Co., accompanied by his wife, have left for California, where they will make their future home. They will probably locate in the vicinity of Redlands.

* *

The loss of production in this district during January through inability to fire kilns off in rotation is estimated at about \$1,000,000, more or less. With a shortage of workers now, and a possibility of greater through the next draft, there is little chance of such loss being regained.

* *

Alleging that the Virginia Potteries Co., Huntington, W. Va., had committed various acts of bankruptcy, the State Public Service Utilities and Audit Co. have filed a petition in involuntary bankruptcy against the company. The Virginia Potteries Co. was incorporated several months ago, and under its charter was granted the right to issue \$300,000 in stock. Of this amount \$7,000 of preferred and \$120,000 of common are said to have been issued. The company recently entered into negotiations with the J. B. Owens Co. for a sale of its properties. The contract, it is alleged in the petition, has not yet been closed, and an injunction is sought restraining the company from disposing of its holdings.

"WHEN DOCTORS DIFFER," ETC.

THE National Association of Credit Men sends us advance proofs of a pamphlet which it is about to issue recommending cash payments or short credits in conducting business.

The Guaranty Trust Co. in the February issue of the "Guaranty News" advises the expansion of credits through the Federal Reserve System.

It is very perplexing.

COLORED GLASS IN ILLUMINATION.

THE uses of colored glass for illuminating purposes may be divided into direct decorative effects, colored illumination for aesthetic effects, and illumination for specific visual effects. The direct decorative uses are seen in the stained glass windows of churches and in the coloring of illuminating reflectors and shades. Such decoration borders on the colored enamel such as is used on china. Colored illumination is used in stage lighting and to produce the much desired warm tones in interior illumination. In these cases the light from the original sources is filtered through either a colored lamp bulb or through a colored enclosing globe, or even reflected from a colored reflector. The illumination for specific visual effects includes protection either of the eye or the work from harmful radiations. An example of the latter is the use of a red light for photographic purposes where the plate is not sensitive to red and the eye is.

Protection of the eye from harmful radiation may consist in the removal of the ultra-violet such as is met with in experimenting with the arc lamp or in arc welding. It is, moreover, possible, although the eye was developed for use in natural daylight, that in such daylight the radiation in the ultra-violet is harmful, and that under favorable conditions it will cause cataract in the course of several years. Excess of visible or luminous radiation produces discomfort to the eye, and if the eye is continuously exposed to too great illumination, injury results. Intra-red radiation when not accompanied by excess of ultra-violet or luminous radiation is not generally regarded as harmful. It must, however, be recognized that such radiation is uncomfortable to the workers in low temperature light sources such as glass and steel furnaces. Anything that causes continued discomfort to the eye in the course of years must result in permanent damage. In this connection it is interesting to note that the use of ordinary clear spectacles reduces the discomfort from such light sources.

As aids to vision, monochromatic light sources have been found to give the greatest possible visual acuity. Such monochromatic light may be the mercury arc and a suitable glass; or the spectrum of white light shortened by filtering through colored glass. The use of orange

glass reduces the length of the spectrum about one-fourth. It appears, however, that the increase in visual acuity is accompanied by a corresponding increase in eye fatigue, and, for visual comfort, the complete spectrum is most desirable. This seems reasonable, because the eyes of the human race were developed in an illumination of natural daylight.

For correct color rendering—that is, the same as obtained by natural daylight—the light must have been the same distribution of energy as natural daylight and must appear the same color. Such artificial lights are the Moore-light, the arc light filtered through a checker board of colored glasses, or the light from a tungsten lamp filtered through suitable dyed gelatines or colored glasses. Practical glass filters have been made which transmit approximately fifteen per cent. of the light from the gas-filled tungsten lamp operating at 2850 degrees absolute. This low transmission is an objection from the standpoint of the user, but is not prohibitive considering the high original efficiency of gas-filled lamps.

IMPORTS FROM STOKE-ON-TRENT.

THE exports of earthenware and china from Stoke-on-Trent, England, to the United States during the month of December amounted to £74,401—an increase of £43,160 compared with the figures for the month of December, 1916.

The total exports of earthenware and china for the year 1917 amounted to £452,063 compared with £369,533 for 1916, £335,027 for 1915, and £394,627 for 1914.

SALARIES TO MEMBERS OF FIRM NOT EXPENSES.

A CORRESPONDENT of the Journal of Commerce propounds the following query:

Under the new tax law referring to partnerships will salaries of members of the partnership or interest on the invested capital be allowable as a charge against the expense of the business? Would the fact that this had been the custom for a long period of years have any bearing on the matter?

REPLY.—Neither salaries of the members of a firm nor interest on the capital invested can be charged up as expenses of the business in making income tax returns. All withdrawals of this nature are held to be in anticipation of profits, or, if no profit has been earned, then they are payments out of capital. In either case it is held that such salaries and interest form no legitimate part of the expenses of business. A previous custom to pay such salaries would not change the rule.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Salesmen who closed their exhibits at the Ft. Pitt hotel last Saturday, which day practically ended the 1918 Glass and Pottery Exposition, with

the exception of some of the cut glass interests, report a larger volume of business than heretofore for the same period. A few declared that while the number of orders booked did not come up to previous records, the value of the business obtained was greater. Popular-priced decorated glassware was in good demand throughout the month. Water sets also had an active sale, as did many of the light cut and etched blown lines. There was early evidence that the demand for the higher-priced lines of cut glass would not be particularly great this season, and this caused some of the managers to close their displays early and start the salesmen on the road. The exposition as a whole, however, can be put down as a success.

The board of directors of the Central Glass Works, Wheeling, W. Va., has chosen the following officers and factory officials: President, Joseph Speidel, Sr.; vice-president, Howard Hazlett; secretary-salesmanager, Edward Schaub; treasurer and assistant salesmanager, Cecil Fee; factory superintendent, James Steadman; factory manager, Henry Leiner. Executive committee—Howard Hazlett, Andrew S. Hare and Joseph Speidel, Sr. Exempt from the Federal fuel order, the factory is working full time, employing close to 400 operatives.

Harry B. Whitney, who was showing the lines of the Phoenix Glass Co. at the Ft. Pitt, left for Cleveland last Sunday night.

All local glass manufacturers, together with those who have been in the district during the past month, are a unit in the expression that after the war the industry should receive the greatest possible protection through a high tariff.

The largest service flag in any glass factory office hereabouts is that recently placed at the head of the landing leading into the sample room of the United

States Glass Co. Eighty-three stars have so far been attached. The flag is 10 by 12 feet and is made of more than usually fine fabric.

Glass manufacturers, as a rule, in order to protect themselves and also their customers, advise the buyer as follows when an order is accepted:

"This order is placed by the buyer and accepted by the seller with the following understanding: The delivery of the goods herein specified is contingent upon Government regulation and restriction of the glass industry, strikes, fire, accidents, and causes beyond control of the seller.

"Prices are guaranteed only to apply to that portion of the order that seller can ship prior to ———.

"Any portion of this order not shipped prior to the date specified may be cancelled by the buyer upon written notice to the seller; otherwise seller may ship after ——— and buyer agrees to accept the goods invoiced at prices seller may have in effect at time of shipment."

In a campaign for funds for the Associated Charities at Wheeling a total of \$22,116.50 was obtained. Among those who donated were the Hazel-Atlas Glass Co., \$100; Wheeling Stamping Co., \$100; H. Northwood Co., \$100.

Closing their display at the Ft. Pitt last week, Charles S. Eilis and A. A. Bourbon forwarded their samples to the Imperial Hotel, New York, where a similar exhibit will be maintained in room 344 from Feb. 4 to 23, for the George H. Bowman Co. The toy line will be featured at the same time by their Mr. Dawson and W. F. Krauss. This concern reports an exceedingly active business at the Exposition.

The Circuit Court of Appeals at Philadelphia has affirmed the decision of the Pittsburgh Federal Court in the case of the McKee Glass Co. versus H. C. Fry Glass Co. The appeal arose from contempt proceedings brought against the McKee Co. for violation of a permanent injunction against infringement of appellant. The court approved allowing \$10,000 as compensation for complainant's injuries. Error was not found in the

item of \$7,945 for infringing profits, but the court found that a six per cent royalty in the nature of damages should not be added thereto. It was also held that a royalty of six per cent should be charged as damages against gross sales of \$5,339 on which the defendants sustained losses.

I. J. Collins, president of the Hocking Glass Co., Lancaster, O., became seriously ill late last Monday night at the Ft. Pitt Hotel, Pittsburgh. On Wednesday afternoon he was removed to the home in that city of E. B. Good, an associate in the Hocking plant. A consultation of physicians was held Wednesday night, and Mrs. Collins was sent for. Before going to Pittsburgh Mr. Collins had suffered a nervous breakdown, and his present illness is believed to be a relapse.

An embargo on shipments from Pittsburgh to Chicago and points west has been imposed by the railroads on practically all classes of freight, due to the congestion in Chicago yards. Pittsburgh manufacturers find the ban more rigid than that placed by Director McAdoo upon traffic between Pittsburgh and the Atlantic coast.

The number of large buyers who visited the district during the last few days of the Exposition caused a decided increase in the business total for the month. Among them were:

William M P Webster and W G Ryan, Halifax, N S.
Mr Smith, Regnier & Shoup Crockery Co, St Joseph, Mo.
Mr James, T M James & Son, Kansas City Mo.
Lee Richards, Hale Bros, Inc, San Francisco.
Mr Murdock, Scientific Materials Co, Pittsburgh.
Mr Trotter, Standard Fixture Co, Toronto.
Bert Day, Cook, Laurance Co, Cedar Rapids, Iowa.
Otto Jaeger, Bonita Art Co, Wheeling.
Mr Brumel, Hy Brumel Co, New York.
Mr Carlos, Superior Cut Glass Co, New York.
Mr Warnick, O H Warnick & Co, St Johns, N B.
William Junor, Junor & Co, Montreal.
Mr Ernst, H & S Pogue Co, Cincinnati.
W J Casey, McDonald Bros, Minneapolis.
Robert Adams, R A Adams, Clinton, Iowa.
Messrs Rosenheim and Judda, C Rosenheim Co, Louisville, Ky.
Mr Rolling, Pitkin & Brooks, Chicago.
Mr Bow, Kenny Bros, Canton, O.
Mr Tourangeau, Henry Morgan Co, Montreal.
Mr Dennison, J D Purcell Co, Lexington, Ky.
Mr Holmes, G C Murphy Stores, Pittsburgh.
Dan Strassberger, Atlantic Glass Co, Pittsburgh.
J Charles Eishorn, Victor Jar Co, Detroit.
Mr Weichel, Edward Wren Co, Springfield, O.
Mr Cavendish, J M Cavendish & Co, Mayfield, Ky.
Mr Stage, Stage, Kashins Cut Glass Co, Lawrenceville, Pa.
Mr Englehart, Elite Specialty Co, Bellaire, O.
Samuel Landberg, W Landberg & Son, New York.
W Sanft, Sanft Bros, New York.
F Reitz, C E Wheelock & Co, Peoria.
Mr Lazarus, Lazarus & Rosenfeld, New York.
Mr Baker, Century Cut Glass Co, Saugerties, N Y.
Edward Wolff, Chicago.
S H Hazelton, Becker, Hazelton Co, Dubuque, Ia.
M K Lindner, Dohrmann Commercial Co, San Francisco.

Mr Schleuter, of A Schleuter & Co, Oakland, Cal.
Martin Englehart, L Barth & Son, New York.
A G Halgren, Albert Pick & Co, Chicago.
LeRoy Nelson, Central City Crockery Co, Syracuse, N Y.
Leon Neubrick, Crowley, Milner Co, Detroit.
F J Casterline, Pitkin & Brooks, Chicago.
E E Diebert and C A Smith, Montgomery, Ward & Co, Chicago.
Mr McKenzie, Freeze & McKenzie, Winona, Minn.
W J Ford, Burley & Tyrrell, Chicago.
Thomas Watson, H Watson & Son, Saginaw, Mich.

ONLY ONE TRUNK FOR A SALESMAN?

THE Commercial Economy Board is said to now have the matter of limiting the baggage of salesmen under consideration and will act shortly.

"Whatever measure may finally be decided on by the Government," said a prominent manufacturer in this city to a "Times" reporter, "while it may be a hardship to some extent, it will still affect more or less equally all manufacturers whose lines are such as to compete with each other. Thus, while it may conceivably result in greater hardship to one branch of the trade than to another, it will not operate to give one firm undue advantage over another in the same branch of the industry.

"There is no doubt but that if any action of this sort is taken by the authorities, and it seems very probable that some action will be taken shortly, the use of photographs in place of samples will become more generally practiced. Of course, this method of displaying merchandise is not as satisfactory, but under recent abnormal conditions we must expect some so-called 'hardships,' always bearing in mind that they are no worse for us than they are for our competitors.

"The buyer, very likely, will think no more of this photographic method of displaying goods than the seller, and in all probability he will make more frequent trips to this market for merchandise. Therefore it will be unnecessary for salesmen to make as many trips around the country as they formerly had to, and the limited baggage which they may carry on the trips which are necessary will mean smaller expense accounts. Thus there would result a considerable saving in this direction. So you see, though there are unquestionably many disadvantages to the placing of a limitation on salesmen's baggage, it has some redeeming features which, while perhaps not sufficient to totally offset the disadvantages, will mitigate to some extent at least the inconveniences which may result."

An order restricting the amount of each salesman's baggage, it is said, should also include, if it is to accomplish its purpose, a stipulation that express companies must co-operate with the railroads in the enforcement of the limitation. Otherwise, it is pointed out, it would be a simple matter for unscrupulous firms and

traveling men to ship as many sample trunks by express as they desired, thus quite nullifying the very purpose for which the restriction would be designed.

There is, of course, considerable uncertainty in the trade as to just how equitable to all a flat limitation to one trunk would be. While there are firms in certain branches of industry whose goods are such that they could very easily put a complete line of samples in one trunk, there are others who require as many as eight and ten trunks for a fair representation of their merchandise. As a rule, however, lines in which there is such a discrepancy are not competing ones, and therefore the one would not be given an undue advantage over the other. However, it is thought that a fairer method than a flat limitation to a certain number of trunks would be to work it out on a percentage basis, which would be more likely to equalize the effect all the way up and down the line.

CONSOLIDATE STORES.

NOTING the trend of retail trade uptownward, Manager Axel G. Lober, of the Royal Copenhagen Porcelain Co., last spring leased a showroom at 563 Fifth avenue, corner of Forty-sixth street, and opened it in June as a branch, but with the view of making it the firm's headquarters when their lease expired on the store at 256 Fifth avenue. This has occurred, and the entire business is now consolidated at the uptown store, which has been greatly enlarged to accommodate both the retail and wholesale departments.

It is indisputably one of the most attractive shops in this section—which is saying a great deal. Royal Copenhagen colors have been employed in a most effective decorative scheme, which includes silhouette wall decorations by George Lober, son of the manager, and a sculptor of recognized ability. These give a striking touch of individuality to the place. On the main floor Mr. Lober has taken Danish fables for his subjects, while on the second floor or balcony he shows the vari-

ous stages of pottery-making in a most original and artistic fashion.

A variety of new samples are being displayed for the wholesale trade, many of which are stocked for ready delivery.

PUT IN A BARGAIN COUNTER.

SOMEWHERE in the store establish a bargain counter. It pays, because:

It works off dead stock and stickers.

It is good for dull seasons.

It enlivens business because it satisfies the cry for cut rates.

It makes quick profits because the goods will go.

It attracts people who have other things to buy.

It has no come-backs. The customer buys on his own judgment.

It shows that you are keeping things moving.

It will sell goods out of season.

It will force sales.

It is a good advertisement.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

FOR SALE.

CHINA STORE FOR SALE.—A FINE STOCK OF CHINA AND HOUSEFURNISHINGS IN A SOUTHERN CITY HAVING THREE HUNDRED GOING FACTORIES, MAKING 1,300 DIFFERENT ARTICLES. RAIL AND RIVER TRANSPORTATION. A GREAT MILITARY POST. LOW RENT—LONG LEASE—NEW FRONT. ADDRESS A. B. C., AMERICAN BANKING AND TRUST CO., CHATTANOOGA, TENN.

AN INVITATION.

We desire to inform the trade that we have opened an UPTOWN OFFICE at
339 FIFTH AVENUE, corner Thirty-third Street,

where we will have on display our full line of Silver-Plated Ware and Silver Deposit and Cut Glass combined, in conjunction with our new line of Specialties in Nickel-Silver Ware. When in New York come to see us.



E & J Bass
MANUFACTURERS

INCORPORATED,

339 Fifth Avenue, corner Thirty-third Street, New York.

Write for our new book-lets to our factory, 610-168 Broadway, New York.

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CROCKERY and GLASS JOURNAL

NEW YORK, FEB. 7, 1918.

Important Decision Affecting Glass Manufacturers.

All Users of Automatic Devices for Cutting and Distributing Molten Metal Must
Now Pay Royalties.

AFTER twenty years of litigation Homer Brooke has received a decision by the United States Circuit Court of Appeals for the Seventh District (Illinois) sustaining his patent on an apparatus for cutting and distributing molten materials, the same being of particular value to manufacturers of fruit jars, bottles and other glass objects.

The apparatus is designed to replace the "gatherer" and also to save a large percentage of waste in gathering. Divested of technicalities, the method provides for a continuous mass of metal flowing into molds. When these are filled, knives cut the glass automatically. As soon as this is done an empty mold is brought into position, and the process goes on indefinitely.

Suit was brought against the Schram Mfg. Co. for infringement. Part of their defence was that the Steiner patent for a glass manufacturing apparatus was capable of producing the same results as Brooke's patent. A lower court decided in favor of Brooke, and the Schram Co. appealed.

From a long opinion of Circuit Judges Baker, Alschuler and Evans we quote the following, which contains the essence of the decision:

Whether Brooke at the time he made his discovery was not also entitled to a process patent we need not consider, for it is not before us. Nor are we required to devote time to the question of the patentability of Brooke's discovery, for in appellant's brief we find the following language: "This use of the knife blades for the dual purpose of severing the stream and husband-

ing it while the molds are changed was new with Brooke, or at least Brooke increased the husbanding to a very material extent—that is, from the slight husbanding of Picard, Schulze-Berge to a substantial amount—great enough to absorb all glass flowing during the relatively long period of mold shift."

Such a concession (justified by the record) clearly and justly credits to Brooke the discovery of an apparatus that would take care of "an unsupported freely-flowing stream of molten material," which is the essence of the value of this discovery.

Appellant further urges that the application for a patent was abandoned in the Patent Office, and this contention is based on plaintiff's failure to prosecute his application within the period fixed in the statute. This contention must be rejected in view of the decision in *Western Glass Co. v. Schmerz Glass Co.*, 185 Fed. 791.

Appellant cites *Steward v. American Lava Co.*, 215 U. S. 162, to the contrary, but the cases are distinguishable and are not in conflict. Section 4892 R. S., sec. 9436 Comp. Stat. 1916, under consideration in *Steward v. American Lava Co.* supra, requires an amended application for the patent to be verified and makes no exception and grants to the commissioner no discretion. The Commissioner of Patents in the present case was not outside of his jurisdiction when he acted on appellee's application filed more than two years prior thereto, for sec. 4894 R. S., sec. 9438 Comp. Stat. 1916, expressly reserves to the commissioner the right to issue patents after such period.

Claims 3, 4 and 5 are especially attacked because no basis for them is disclosed in the specifications or drawings. It would serve no useful purpose to reproduce here the drawings or to quote at length from the specifications. We have carefully read the specifications and examined the drawings with the criticism in

mind, and find ample support for the claims in both the drawings and specifications.

Appellant's device so clearly infringes appellee's patent that no discussion of this phase of the case will be indulged in.

The decree is affirmed.

AT CHICAGO.

BUSINESS is showing some improvement over last week. Factory representatives report a big demand for staples, but the call for fancy merchandise is much less than usual, by reason of the general economy being practiced as a result of the war. In this State the coal deliveries are again approaching normal, and it is believed that with an even break in the weather another ten days will see an end of the fuel crisis.

* *

Much favorable comment is heard on the new patterns in dinnerware put out by the domestic potteries.

* *

Dave Saunders has taken on the representation of the Irving Cut Glass Co., Honesdale, Pa.

* *

A. H. Heisey, of A. H. Heisey & Co., Newark, O., was in the city during the week.

* *

Thos. H. Butcher, representing the Central Glass Works, Wheeling, has been showing his line all the month at the Hotel Sherman with very good results.

* *

J. Milton Rogers, representative of the Cambridge (O.) Glass Co., has returned from a trip to the factory.

* *

M. Temowitz, a dealer in lamps and housefurnishings, was held up and robbed last week while making collections in the Italian neighborhood at Milton and Hobbie streets. The robbers got forty dollars and a watch.

* *

If the fuelless days are not eliminated soon the State street department stores will make another plea to be allowed to operate six or seven hours a day, but to keep open every day.

* *

Jack Wilson, representative of Morimura Bros., New York, was calling on the trade here last week.

* *

T. J. Gill, buyer for Emery, Bird & Thayer, Kansas City, Mo., was in the city for a couple of days during this week, and then continued on his way East.

* *

W. T. Darden is suffering from a sprained wrist as the result of a fall on the ice.

* *

The Boston Store will in the near future hold a meeting of stockholders for the purpose of appointing a

new merchandise man to take the place of the late Alfred Ellinger.

* *

For a time it was not possible for crockery and glass jobbers here to unload shipments at the railroad yards, some of the cars being buried in the snowdrifts almost to their roofs. On this account they ran very low on many staple items.

A. H. HEISEY HEADS PROTECTIVE LEAGUE.

AT the annual meeting of the American Protective Tariff League, held Jan. 17 at its headquarters in this city, A. H. Heisey, the well-known glass manufacturer, was elected president. Mr. Heisey is an out-and-



A. H. HEISEY.

out protectionist. He has written much on the subject, and will work hard for a tariff that will satisfy those who believe in thus fostering American industry. He is the head of one of the largest glass factories in the country, and by persistent advertising in publications that reach the consumer has made his product celebrated and has built up a large trade. He contends that he could not make and market the grade and quantity that he sells had it not been for a protective tariff.



DOULTON IN ITS PERFECTION.

The W. S. Pitcairn Corporation announces that it has received a large and beautiful assortment of fine china from the Royal Doulton potteries. There are upwards of 250 new patterns in plates, ranging from \$15 to \$500 a dozen. Exquisite colorings in artistic designs, enamels, raised paste, gold work and painted subjects are in profusion. There is not a single pattern that is not choice, and that will not sell. In such a galaxy one might expect to find some which would be open to criticism—in price, if nothing else. But here there is no chance for it. One may like this or that design more than another, but it is only a question of taste. How the pottery, short-handed as it is, has been able to produce so many new and desirable things is a mystery.

ORIENTAL GOODS.

The Pacific Importing Co., of Seattle, being a recent acquisition to the list of the Japanese importers in New York, it would be well for buyers to make a memorandum of their address, suite 202 Fifth Avenue Building. No dealer interested in this class of goods can afford to pass the line by, for they are showing an array of distinctly unusual things that would be difficult to duplicate. Through very influential connections in Japan they are enabled to show a line of more than ordinary interest. A large stock is carried in Seattle ready for immediate shipment, and they have made an enviable record by delivering all of their import orders to date.

WEDGWOOD WARE.

Kennard L. Wedgwood is receiving a large number of samples from the Etruria firm he represents in this country, and is showing designs which are radical departures from anything in the market. Most of them run to strong colors in border patterns, some of pretty flowers, and others solid bands with a narrow line on the edge. There is one in a powdered blue that will prove

good to live with, as it will grow in interest the longer it is in use. In octagonal plates the predominating feature is a powdered ruby which is extremely attractive. Then there are some charming things in Chinese decorations on dessert sets and fancy small wares; also new examples in Queensware with its lovely embossing touched up with color, the lavender being unusually good. Some new chop sets and fancy pieces in earthenware will appeal to buyers. They have also received some place plates in unusually attractive and artistic decorations. The display is one of the best they have made in a long time, and will well repay a visit.

UNIQUE ART GLASSWARE.

No visitor to the New York market should miss the opportunity of seeing Gillinder & Sons' line of antique glassware, which is without a doubt the absolutely unique offering of the season. Manager Paul Zoellner is making a most attractive exhibit of the line at the concern's salesroom, 19 Madison avenue, together with other ornamental and utilitarian items that will be found well worth seeing. To go back to the antique line, there is not a store in the country catering to a discriminating clientele that should be without it on their display tables if they are interested in adding a money-maker to their stocks. Nothing more quaint or thoroughly artistic could possibly be imagined, it being of just the character merchandise that is eagerly sought after by a large number of people who appreciate the unusual. Among the articles included in the line are many odd vases, bowls of various descriptions, deep footed fish globes, and other out-of-the ordinary pieces.

DINNERWARE READY FOR DELIVERY.

Geo. F. Bassett & Co., "The Dinnerware House of America," announce that in addition to their open stock patterns they now have fifty crates of regular dinner sets ready for immediate delivery. Now is the time to jump in and get them. They are new and

pretty, and in these days, when goods are scarce, will go off quickly.

FOR IMMEDIATE DELIVERY.

At the salesroom of Takito, Ogawa & Co., 99-101 Fifth avenue, large stocks of staple china are ready for immediate delivery. This presents an unusual opportunity to the trade which they will find it advantageous to grasp. The stock department throughout will prove a revelation to the buyer, with its extensive exhibit of new lines in fancy china, vases, pottery, lamps, shades, art wares and novelties, featuring a diversity of designs in unusual things, including an absolutely unique creation, "Lusco" ware, offering an artistic assortment of lustres of rare beauty and real merit.

SILVER-DEPOSIT SPECIALTIES

Visitors to the New York market greatly appreciate the convenience of the new E. & J. Bass uptown showroom, 339 Fifth avenue, because of its easy accessibility from any part of the city. No expense has been spared in its fitting up, massive glass-enclosed fixtures being employed to duplicate the salesroom at 610 Broadway as nearly as possible. J. Bass, president of the concern, is in personal charge—a guarantee of efficiency and courtesy at all times. Their line of specialties for 1918 contains many new things, one of them being a combination enamel, silver-deposit and cut design on plates, cheese-and-cracker dishes, etc. Another new decoration that promises to be a great favorite is an enamel and coin gold treatment on an assortment of pretty utilitarian pieces in glassware. The after-dinner coffee sets, tea sets, etc. in plain color china body, with silver-deposit decoration, are very attractive. The assortment of silver-plated and glass specialties has been considerably augmented and offers a wide variety from which to select.

NEW PATTERNS IN ENGLISH CHINA.

Meakin & Ridgway are in receipt of many new things in china from Ridgway's, England. There are new patterns on the "Classic," "Beaumont" and "Bow" shapes in artistic designs and beautiful colorings. The "Classic" is really classical, and the other two are in no wise behind it in regard to beauty. In fact, all three are fine examples of the potter's skill. They have added a new line this year that has already made a hit and bids fair to become a strong card in the future. While it comes under the head of toy sets, it is something more than a toy. In reality they are miniature dinner and toilet sets for children's use, and are eminently practical. One set of twenty pieces has a cover dish, meat platters, plates, and cups and saucers. They are just as well made and decorated as the regular goods. From Wm. Evans they show dinnerware in the "Mongolia" pattern, which, as the name implies, is Chinese in character, but adapted to modern ideas.

The colors are good, and the line will sell. There are some new things in plates from Minton's, and it is enough to say that being Minton they are therefore all right. Altogether more than 150 new patterns are shown; and when the adverse conditions under which all the English potters are working are considered, such a result is wonderful.

WHERE BUYERS SAVE TIME.

The new salesroom, at 347 Fifth avenue, of the W. & S. Mfg. Co., Wm. F. Hayes Mfg. Co., B. J. De Passe, Inc., and R. E. Leyendecker Co., Inc., is proving to be a very popular place among the buyers, who not only appreciate the value of each individual line shown, but also the fact that they save considerable time by seeing four lines at once. Here is assembled one of the most comprehensive and altogether attractive exhibits of pierced silver-plated table novelties, including a new line of Sheffield plate sandwich trays, cheese-and-cracker dishes, compots, etc., to be found, to say nothing of new ideas in silver-deposit decoration on glass and china, light cut glassware, and an exceedingly interesting showing of marble specialties, including desk sets.

JAPANESE GOODS.

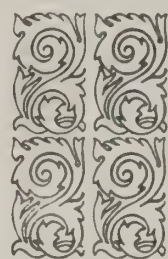
The Tajimi Co., 597 Broadway, have every reason to be proud of their display for 1918, for they have brought out a line that is simply full to overflowing with all sorts of good items, the salable qualities of which are at once apparent. They are carrying an unusually large stock of goods of every character, including their delightful color creations in Awaji ware, which may now be had for ready shipment in all the most popular shades, such as corn yellow, rose, old blue, etc., in almost anything from breakfast sets down. The latter, by the way, have made a tremendous hit with pretty gold-edged enameled trays to match. The raised white enamel plum-blossom decoration on an old blue body is one of their very newest achievements, shown on tea sets and other useful items. Dinnerware is also one of the particularly interesting features of the stock lines. An especially well-selected assortment of patterns is shown, executed in the style of the best European productions.

OBITUARY.

JOHANNA ECK, widow of E. F. Eck, china, glass and hotel supplies, 512 Broadway, Brooklyn, died January 26 in her fifty-sixth year after a week's illness, the result of a paralytic stroke. When her husband died, nine years ago, she took over the business, and proved thoroughly capable, making many friends in the trade. She leaves a daughter, twenty-two years old, and a son, eighteen, who will continue the business.

Illuminating Devices.

Hanging, Stand and Portable Lamps; Light-
ing Glassware, indirect and semi-indirect;
Domes, Shades, etc.



A LAMP line that invariably holds something of interest for the buyer, no matter how often he may see it, is that of Edward Miller & Co., 68-70 Park Place. If it's a metal base with metal and art glass shade that is wanted, no larger assortment can be found from which to choose; or if it's a metal standard fitted with silk shade, this kind may also be had in great variety. Enviably as is the reputation of this concern, they have added to it the past year with one of the best lines in their history. In the exhibit are several "period" designs of exceptional beauty which interpret very closely the style they represent in interior decoration, yet with an original treatment that renders them different from the usual class of "period" designing.

Candle manufacturers with offices in this city report that the demand for candles during the present winter has been better than for many seasons. A wide variety of plain and fancy shapes in bright and subdued shades as well as in many combinations of colors has been sought, having become unusually popular as household decorations and for use on the dining room table. Though the bulk of the business has been in New York City, the vogue for candle-lighting dining tables has spread to other cities also, and considerable business has been done in Boston, Philadelphia and Chicago. Novelty candle kits for soldiers have also been very much in demand, especially from localities where cantonments have been established.

Included in the interesting exhibit made by E. Torlotting at his salesroom, 35 West Twenty-third street, of his line of glassware specialties will be found an assortment of candlesticks of unusual beauty. Particularly good taste is manifested in every pattern, there being a certain dainty refinement about them that wins the approval of all who see them. The designs are all created along strikingly original lines and executed in a manner befitting the superior quality of the goods. Several types are in high and low styles. Mr. Torlotting also supplies candle shades in a number of fetching designs and color creations. His showing of candlesticks does not stop with his glassware line, for

in Gouda Ware, the quaint line of Holland pottery for which he is the sole American representative, there are some of the oddest conceptions,

The lamp room will be found one of the most interesting sections of Morimura Bros.' large art department at their salesroom, 53-57 West Twenty-third street. Here is displayed an assemblage of lamps of



every size, adaptable to any purpose for which a lamp is used—boudoir, library, music room, drawing room, etc. There are bronze, china, pottery and other bases in the exhibit, offering some new and entirely different ideas. The shades, too, are of a very high order, featuring most artistic shapes and striking color combinations.

The Pittsburgh Lamp, Brass and Glass Co.'s line can always be depended upon for some surprises, and the present is no exception. Anyone who has not yet

seen their line of lamp desk sets has missed one of the good things on the market. Very tastefully gotten up in rich design and various finishes, they contain the usual pieces found in a set of this kind, with the addition of a lamp to match mounted on a heavy alabaster glass base and equipped with grooves for holding pens and pencils. This is only one of many attractive items being shown by Manager Charles Kraft at the company's salesroom, 35 West Twenty-third street.

There is so much that is attractive in the lamps at the Bradley & Hubbard Mfg. Co.'s showroom in the Fifth Avenue Building that it would be almost unfair to pick out any for especial praise. The line is replete with distinctive designs and rich finishes. Perhaps one of its most interesting varieties is the assortment of reading lamps, which offers several very novel ideas in make-up. Heretofore the adjustable feature has found favor simply on account of its practicability, but the Bradley & Hubbard designers have made it a treat for the eye as well. As an ornament alone it will grace the finest surroundings.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthen, stone and china ware for the month of October, 1917, compared with the same month in the preceding year, were as follows:

	1916	1917
China, not decorated.....	\$ 17,293	\$ 14,653
decorated.....	384,168	316,277
From France.....	106,942	35,119
Germany.....	.....	.....
United Kingdom.....	51,302	39,318
Japan.....	213,159	223,353
Other countries.....	12,765	18,487
Earthenware, not decorated...	36,440	39,474
decorated.....	193,252	159,246
All other.....	20,277	17,421
Total.....	1,035,598	863,348

FOR TEN MONTHS ENDING OCTOBER.

	1915	1916	1917
China, not dec.....	\$ 393,271	\$ 250,935	\$ 125,637
decorated.....	3,391,340	2,692,008	2,788,869
France.....	675,634	778,567	526,244
Germany.....	1,160,378	239,421	.....
United Kingdom...	363,158	432,546	529,168
Japan.....	941,707	1,073,813	1,570,767
Other countries...	250,463	167,561	162,690
Earthenware, not dec.	127,200	283,338	478,214
dec....	441,971	1,386,901	1,679,532
All other.....	1,380,654	230,775	220,305
Total.....	9,125,776	7,535,965	8,081,426

GLASSWARE.

OCTOBER		FOR TEN MONTHS E'D'G OCTOBER		
1916	1917	1915	1916	1917
\$35,077	\$45,869	\$925,996	\$420,876	\$428,799

HYDRATE OF POTASH
Containing not more than fifteen per cent of Caustic Soda.

OCTOBER		FOR TEN MONTHS E'D'G OCTOBER		
1916	1917	1915	1916	1917
....	\$1,126	\$100,180	\$10,849	\$25,957

DOLLS AND TOYS.

	1916	1917
Dolls and parts of dolls....	\$ 5,077	\$ 38,700
All other toys.....	157,075	157,060
Total.....	162,152	195,760

FOR TEN MONTHS ENDING OCTOBER.

	1915	1916	1917
Dolls & parts.	\$ 812,068	\$ 82,901	\$205,555
All other toys	2,744,011	1,155,915	1,223,478
Total.....	3,568,079	1,238,816	1,429,033

CHINA CLAY.

OCTOBER		FOR TEN MONTHS E'D'G OCTOBER		
1916	1917	1915	1916	1917
\$82,453	\$103,622	\$900,875	\$1,259,695	\$1,215,850

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

OCTOBER		FOR TEN MONTHS E'D'G OCTOBER		
1916	1917	1915	1916	1917
\$23,537	\$970	\$324,935	\$220,517	\$33,569

A COAT TALE.

THERE was good reason for the grouch indulged in last week by the usually serene and congenial Harry O. Phillips, salesmanager for the Tajimi Co. While eating luncheon in a nearby restaurant someone who knew a good thing when he saw it walked out with his handsome new overcoat, leaving in its place one that had furnished many a square meal for the moths, to say nothing of several years' wear. Mr. Phillips at first viewed the situation optimis-

tically, thinking that it had been taken by mistake, and would be returned; but when a couple of days passed, with the thermometer continuing to play around zero, and there was still no coat in sight, he felt like declaring war on the whole community.

Between shivers he called up his tailor and told him to duplicate the garment, with the result that this week finds him once again with his customary smile.

THE CONDITION OF BUSINESS.

New York Buyers are here in force, and more are coming, but the result of their visits so far cannot be authoritatively stated. Interviews with sellers on the one hand and buyers on the other vary so much as regards the volume of trade that it is hard to draw a definite conclusion. Some say that the buyers are taking only staples; others that the call is for novelties and specialties; some that buying is good; others that it is only moderate. The statements of buyers are equally conflicting—that they want lots of goods and can't get them; they are not placing very heavy orders because they have many shipments to come and are afraid to overbuy; they are purchasing all they can get for immediate shipment; are buying as much as usual; are not buying as much as last year. The only deduction we can make is that business is probably no better than it was last year, if as good. But the season is early yet, and it is more than likely that before the buying period is over as many or more goods will be sold than last year.

The demand for domestic glassware, while fair, also furnishes cause for a division of opinion as to the kinds most wanted. From one source it is learned that only staples are required; from another, only blown ware; from a third, only specialties. But something is doing in them all.

Cut glass is not moving any more freely than it did last week.

Domestic potters continue to pile up business, but are shipping very little. There is a fair chance, however, that within another week the railroad lines will be partially cleared and freight taken. And it is devoutly hoped that then it will not take a car two months to come from East Liverpool to New York, as has occurred often recently.

Everything is against retail trade—coalless Mondays, frigid stores, shortage of goods, snow covered streets and slippery sidewalks, together with very low temperature. New York women will not go looking for crockery under such conditions, and suburbanites

cannot, if they would, owing to the crippled service of the railroads. But that there will ultimately be a demand at retail in excess of supply is as sure as anything that can be predicted. Where the goods are to come from, however, only the future will disclose. Foreign production cannot be increased. Still, domestic potteries can and will make more goods than last year, because labor difficulties will not interfere and the prospects are that raw materials will be easier to get, albeit they may cost more.

East Liverpool and Vicinity A slight improvement is noted in the production of pottery in this district. Buyers continue to visit the factories, and orders are plentiful. Carlot shipping is out of the question, but less than carlots are being accepted for some Western points.

Pittsburgh and Vicinity While orders continue to be booked by glass manufacturers in very good volume, production is not what it should be on account of the shortage of help and other handicaps. Staples are in demand, as is the blown line, and display jars are exceptionally active. Some large orders have been booked for blanks for cutters. No complaint is heard concerning the increased cost of packages.

GOING WITH A RUSH.

THE campaign to sell war savings stamps is progressing vigorously. Lee Kohns, who has been placed in charge of the crockery, glass and allied trades, has, as we stated last week, appointed Wm. Mitchell publicity manager, and the latter has started in with vim to expand the work.

The following sub-committees have been appointed: H. K. Tetsuka, of Morimura Bros. (Louis Greenman, assistant), will look after the Japanese trade.

W. R. Strobel (Mr. Vigneson, assistant), will see the toy men.

Lucien D. Bloch (Mr. Dvinstierch, assistant), has the lamp shade end.

John J. Miller will attend to the retail trade.

Wm. F. Dorffinger will see the downtown cut glass dealers.

Herman C. Kupper will look after the French trade.

All have opened agencies and agreed to secure ten sub-agencies each.

Anyone desiring to co-operate may address Mr. Kohn at 42 Warren street, and either he or Mr. Mitchell will call.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, FEB. 7, 1918.

PROGRESSIVE merchants naturally prefer to advertise in progressive trade papers. It pays them. Glance over their announcements in this issue. It will pay YOU.

FOR BIGGER BUSINESS.

IF there ever was a time when a systematic, carefully-planned and efficiently executed advertising and sales campaign was called for, that time is right now.

The business man who is "waiting to see what happens" is like the tourist who couldn't see London for the houses. He is already in the midst of the greatest business opportunity in years. Don't wait any longer, for you are losing money every minute. Time is the essence of success. Start your big selling plans now!

The future looms big with sales possibilities. The big push is on—vast lines of commercial trenches have already been won, and, having been won, must be consolidated so that they can be held in the tremendous business battles that are surely coming. The time is pregnant with opportunity. What are you going to do with it?

Some far-seeing merchants are awake to conditions and already in the field, as evidenced by their advertisements in this issue. Other will follow. See that you are among them. No regret is so keen as that for lost opportunities.

Everything points to the fact that the demand is

going to be very large. You want your share of it, naturally.

It is for you to secure it.

TOY ORDERS SHOW UP WELL.

TOY men who have been out on the road with samples of the things American youngsters are going to get next Christmas have sent back orders which indicate that the latter did not fare so badly during the last holiday season as was expected. Opinions had been expressed that, because of the demands made on the American pocketbook by the war and the higher cost of living, there would be more useful gifts given, and fewer toys and games. If this was done wholesalers say it is not reflected in the advance sales they have made to date. Excellent business is expected next week, when buyers will be here to attend the exhibit that will be held at the Hotel Imperial.

PERSONAL.

ABOUT three weeks ago John Nixon made preparations to go to the Fostoria glass factory at Moundville, pay a short visit to East Liverpool, and then take in the exhibition at Pittsburgh. He postponed the trip for a week, and has kept on postponing it in the hope that the weather would moderate sufficiently to allow decent transportation facilities. It looks as if he might get away now.

Charles F. Patton, of Koscherak Bros.' road staff, left on Monday for a three weeks' trip through the New England States.

F. O. Shattuck, traveling representative for Geo. F. Bassett & Co. through the New England States, spent Tuesday and Wednesday at headquarters here.

John Gustasen, who succeeds Geo. W. Starkweather, buyer for L. S. Donaldson & Co., Minneapolis, is making his first trip to New York.

R. W. Corey will be in room 361 Hotel McAlpin from February 10th to 15th with the lines of the Mitchell, Woodbury Co.

One of the trade's former salesmen who is making good in the service of Uncle Sam is Harold F. Phillips, who before going to Camp Upton last fall was a mem-

ber of the Cox & Lafferty sales staff. He was made a corporal early in November, and when he called at the firm's salesroom last Saturday he was wearing the stripes of a sergeant.



T. Oshima, manager for Mogi, Momonoi & Co., who was home last week suffering from an attack of the grip, returned to his desk on Tuesday.



E. A. Unger, New York representative of the East Liverpool Potteries Co. is back from a trip to Boston and New England. He said he secured a wonderful amount of business. And he is not given to exaggeration.



Theo. Jones, president of the Jones, McDuffee & Stratton Co., Boston, was in town on Wednesday. On being asked if it was cold in Boston he said: "Oh, no; we're having June weather."



E. S. Curtis, of the Edward Boote road staff, arrived home on Sunday and will remain at headquarters during the import season.



Mason C. Shoup and C. F. Horan, of the Regnier & Shoup Crocker Co., St. Joseph, are in town placing orders.



W. B. Stanton, with Stewart & Co., Baltimore, who was in New York last week, said that in spite of the coalless Mondays his business is averaging better than it did last year, and that if he could get more goods he could rapidly increase his business, as there is a big call for all kinds of ware.



R. D. Ross, St. Stevens, N. B., is making his annual call to place import orders. For the first time in many years Mrs. Ross did not come with him. He is registered at the Continental Hotel, his old stamping ground.



Geo. Hooley, buyer of housefurnishings goods for Wm. Hengerer Co., Buffalo, was placing good orders here last week.



James P. Gordon, representing Jones, McDuffee & Stratton Co., Boston, will show their handsome lines of English, French and Japanese dinnerware stock patterns, and also fancy goods, in room 363 Hotel McAlpin, beginning Monday, Feb. 11, and for the following three weeks.



Harry Seixas, traveling representative for Edward Boote, returned last Saturday from a short preliminary trip through the Middle West. He expects to be at

headquarters as usual to greet his customers during the import season. He says that never was traveling so arduous. Cold, snow and delayed trains made life miserable.



J. H. Venon sends a postal card announcing his safe arrival in France. He says the trip was rough, but he did not see any submarines, and concludes with: "Now for the work here!"



George R. West, of the Westmoreland Specialty Co., Grapeville, Pa., was in town the first half of the week.

"NON-ESSENTIAL BUSINESS" WORTH MAINTAINING.

LAST year the United States, working to its normal capacity, produced goods and services to the amount of \$40,000,000,000 or so. This year the Government purposes to devote goods and services to the amount of \$19,000,000,000 in a new direction. The two categories of peace purposes and war purposes contain some duplications; yet it is evident there are not enough materials and labor in the country to cover the old peace programme and the new war programme, too.

So you hear this doctrine: "We must cut out businesses that are not essential for carrying on the war or for subsisting the population."

But this is mischievous nonsense, writes William Payne, in the Philadelphia Ledger. We must economize intelligently in the use of labor and materials that are essential for carrying on the war and subsisting the population—which is a different matter.

Here is a millinery shop filled with expensive hats. They represent consumption of labor and materials. Certainly they are not necessary for the war or for subsisting the population. But the materials consist of silk, satin, artificial flowers, feathers—stuff that is worthless except for purposes of display. The labor is largely that of women whose labor for any other purposes is of comparatively slight value. A woman worth fifty dollars a week as a hat designer might not be worth fifty cents a week in a munition factory.

In short, nearly all the material and a good part of the labor will simply go to waste unless they are consumed in the millinery shop. They are not of a sort that the Government can use for war purposes or that are of much value for necessary subsistence.

Cutting out business not strictly necessary for war or subsistence would mean shutting up two thirds of Fifth avenue, New York—all the milliners, dress-makers, jewelers, dealers in art objects, expensive furniture, and so on. The materials and labor saved thereby would be of very little value for any other purpose.

You would at once start a panic in the rent market. All of these so-called non-essential businesses are bases of credit—bank credit, jobbers' credit, manufacturers' credit. Cut them out and the whole structure of credit would get a heavy jolt. Let any banker look over his loans and mark off all those which are based on businesses that are not strictly necessary for war or subsistence, and then consider how long his bank would stay open if all those businesses were shut up.

Here is a piano factory—certainly not strictly necessary for war or subsistence. Much of the material—expensive woods and so on—is useless except for some such purpose as piano making. The labor force, skilled and experienced in that particular trade, cannot be suddenly diverted wholesale to another occupation except at large loss. The piano maker has his branch offices, his long-established relations with retailers whose solvency and livelihood depend upon handling his goods—in short, his entire extensive business organization, built up by long effort and cemented by established usage. To close his factory is to destroy all that, to start a ramifying disorganization, to shock credit—to initiate dangerous business contraction.

Millinery shop and piano factory do contribute to the war. They pay excess profits taxes and income taxes; buy Liberty Bonds. Cutting out theoretically non-essential businesses would cut great holes in the Government's fiscal programme, both on the revenue and the borrowing side.

True, if we were planning for war as a permanent condition we should say: "Let's go a step further back. The labor which produced the silks and satins in the millinery shop and the expensive woods in the piano factory may be diverted to essential production." That would mean virtually disorganizing industry as it stands and organizing anew on a different plan—obviously a matter of years, and even then to be done cautiously lest the machine break down in transition.

But we know war is coming to an end some time. The enormous demands for labor and materials which it created will then cease, and the crucial question will be how to effect a readjustment to peace without disaster. The more vigorous the old peace organization is at that time the readier it will be to take up the slack and the less likelihood of a break-down. We shall then need exactly that millinery shop and piano factory. But if the old organization has been shot to pieces the outlook will be exceeding dubious, for a business organization—like that, say, of the piano maker—cannot be reconstructed overnight.

What business is non-essential? Who can say? You may say the bicycle business is; but the airplanes that direct the armies evolved out of a bicycle shop. It was because Bell was a student of elocution that the study of sound led him to invent the telephone. Is a piano non-essential. Would life be quite good without music. Any attempt to reduce existence to the rigidly "essential" is mere nonsense.

There is the automobile business. That a population can subsist and fight without touring cars is proved by 3,000 years of history. But it was auto tanks that enabled the British to win their latest and most important victory in France. By restrictions upon transportation and upon the supply of steel and by diverting part of the factory equipment and labor force to production of army trucks and airplane engines the Government has cut down the output of so-called pleasure cars.

That is an intelligent plan—a rational economy of materials and labor that are essential for carrying on the war. But it is something quite different from "cutting out" the automobile business and destroying or fatally crippling the organization. When peace comes we want these factories and the whole organization of manufacture and distribution to be in the best possible situation for resuming peace production. We want their financial strength during the war to help in carrying through the Government's financial programme.

Rational economy is a thing to be applied carefully—not with a broad ax—and always with a wise view to preserving the business organization in the healthiest possible state.

THE EARTH COATED WITH STEEL.

THE enormous quantity of ammunition which has been used by both sides at Verdun has strewn the field with steel and lead to such an extent that some statisticians are figuring on the value of the land as a result. Thousands of shells and bullets of all kinds are imbedded in the earth; and while no exact figures are available as to the number of shells and bullets actually fired in this great battle, the amount of steel around Verdun is enormous and will be a fruitful source of industry after the war.

It is estimated that a million shells a week have been fired by both sides since the beginning of the German offensive at Verdun. A correspondent of the *Industritidnin Norden*, a Swedish periodical, therefore figures that 1,350,000 tons of steel are lying at Verdun. To transport this immense quantity 135,000 freight cars would be required.

He says the entire field is like one great coating of metal. Recently several engineers made an inspection of the ground and were amazed at the wealth of steel lying there and imbedded in the earth. The land has become so valuable as a result that offers have already been made for its purchase; but thus far none has been accepted.

IF you can't take pains to compliment a clerk on something done particularly well, don't be disappointed if he doesn't do it as well next time.



What the Potteries are Doing.



East Liverpool and Vicinity

Shipping out of this district is still difficult. Carlots are being accepted for points on the Cleveland and Pittsburgh division of the Pennsylvania railroad only, but not for diversion. Eastern shipping is closed entirely. Less than carlot shipments are being accepted by the Pennsylvania Railroad Co. for points through the Cincinnati, Louisville and East St. Louis gateway, but are, of course, subject to delay. Freight for the South and Southwest is now being received in less than carlots.

* *

Since November 20 last, freight rates, according to classification and territory, so far as earthenware is concerned, have been advanced from 10 to 100 per cent—which, of course, adds considerably to the cost of merchandise at the point of delivery.

* *

At the annual meeting of the stockholders of the Knowles, Taylor & Knowles Pottery Co. the following board of directors was elected: Homer J. Taylor, Frederick B. Lawrence, Joseph G. Lee, John B. Macdonald, Mrs. John N. Taylor, Mrs. W. L. Taylor, Mrs. Homer J. Taylor. The board has organized by electing these officers: president and treasurer, Homer J. Taylor; vice-president, Mrs. John N. Taylor; secretary and manager of sales, John B. Macdonald. The annual reports and statements showed the company to have had a very successful year.

* *

Gas bills for the December consumption in potteries here, when compared with the invoices for December, 1916, show that manufacturers were called on to pay an advance of from sixty to sixty-five per cent. The January statement will be at a new rate; but how high no one knows.

* *

Shipments of pottery out of this district for January show that new low records were established. The manufacturing record also reached a new low point. In one plant alone, where twenty-seven kilns

were produced in January, 1916, which was the low record at that time, but six were turned out last month. As low as four, five and six kilns was the record in January for many other plants here. Manufacturers look for little, if any, improvement until the weather moderates.

* *

Fred Kline, Southern salesman for the Knowles, Taylor & Knowles Pottery Co., who spent January at the home offices, has returned to his home in Philadelphia, where he will remain indefinitely.

* *

Packed ware is piling up in this district at a great rate. Where it is possible to assemble an order the ware is prepared for shipment, to be started forward as soon as the railroads announce this or that point is open.

* *

W. E. Owen, Pittsburgh representative for the Potters' Co-Operative Co., spent the latter part of the week here at the home office.

* *

Jobbing interests have been active this season in the ordering of photographs of dinnerware, assortments and specialties. One factory alone placed an order for 1,500.

* *

Pottery manufacturers whose plants are located along the Ohio River were favored last week by being allowed to light bisque kilns while the "hill" plants were shut off. After these kilns were fired off other manufacturers were allowed to light a few kilns. The ice in the Ohio broke and caused a lot of damage to other industries, but the potteries were unmolested.

* *

Among buyers visiting the district last week were:

Joseph Pinder, Kniffin & Demarest Co, New York.
Mason C Shoup, Regnier & Shoup Crockery Co, St Joseph, Mo.
Ferdinand Schmidt, F I Mowers and F Arthur, Brinsmaid & Co, Des Moines, Ia.
Bert Day, Cook-Laurance Crockery Co, Cedar Rapids, Ia.

Mr Snyder, Mutual China Co, Indianapolis.
 George Brown, Rudge & Guenzel Co, Lincoln, Neb.
 H O Henderson, Newman Mercantile Co, Joplin, Mo.
 Samuel Weller, Newton, Weller & Wagner, San Antonio, Tex.
 W H Spindler, Rhodes Bros, Tacoma, Wash.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

N B Goldstein, s, Herzfeld, Phillipson Co, Milwaukee. 1133 Broadway.
 J Leveson, c, g, Leveson Co, New Berne, N C. 1161 Broadway.
 M C Thiell, hf, t, Stone, Fisher Co, Tacoma. 1170 Broadway.
 S Block, hf, c, Chicago. Wallick.
 G J Brown, c, g, Rudge & Guenzel Co, Lincoln, Neb. Broztell.
 A J Martin, c, g, t, Seattle Dry Goods Co, Seattle. 225 Fourth ave.
 F Derr, t, O'Neill & Co, Baltimore. Albert.
 A R Willauer, c, g, hf, Bon Ton Dept Store, Lebanon, Pa. 72 Madison ave.
 D Gradwohl, t, R Weill & Co, San Francisco. Latham.
 W A Ricker, hf, Emporium Mercantile Co, St Paul. 1239 Broadway.
 M G Levy, t, Quaker Doll Co, Philadelphia. Imperial.
 P C Schaefer, hf, c, Adams, Meldrum & Anderson, Buffalo. 230 Fifth ave.
 D Carter, t, J L Brandeis & Sons, Omaha. 1261 Broadway.
 Miss L Schuer, hf, g, and Miss J McEvoy, s, McAlpin Co, Cincinnati. 23 East 26th.
 V R Roehm, t, Schilley Toy Co, Dayton, O. Breslin.
 R Koppelman, hf, Wm H Block Co, Indianapolis. 1261 Broadway.
 S Averill, l, Jordan-Marsh Co, Boston. 432 Fourth ave.
 L Metzenberg, s, Sears, Roebuck Co, Chicago. 115 Fifth ave.
 V Nolan, hf, Rudge & Guenzel Co, Lincoln, Neb. Broztell.
 E R Schwerdtman, t, Schwerdtman Toy Co, St Louis. Cumberland.
 H E Bondi, t, Bondi Bros Co, Galesburg, Ill. Woodstock.
 Miss E Bruton, t, J B Ivey & Co, Charlotte, N C. Grand.
 A A Breton, hf, t, Shartenberg & Robinson, New Haven. 404 Fourth ave.
 W E Woods, t, Porteous & Mitchell Co, Norwich, Conn. 432 Fourth ave.
 W Horne, t, Kaufmann's, Pittsburgh. 1261 Broadway.
 A N Horr, c, hf, Anderson Bros Co, Portsmouth, O. 105 Grand.
 J Lowen, t, Heyn's Bazaar Co, Detroit. Continental.
 J H La Feura, c, The Wallace Co, Poughkeepsie.
 W Suttan, c, Louis Trazler, Dayton, O. Imperial.

A Rosner, hf, t, c, Loveman, Joseph & Loeb, Birmingham, Ala. 116 West 32d.
 Miss G Frey, hf, H L Broughton Store, Catskill, N Y. Continental.
 E Hanson, t, Montgomery, Ward & Co, Chicago. 309 Sixth ave.
 Miss M S Aufderheide, hf, Mabley & Carew, Cincinnati. McAlpin.
 H C Hall, hf, Duluth Glass Block Co. 43 Leonard.
 C Green, hf, c, t, Kaufman & Wolf, Hammond, Ind. Prince George.
 W Kenner, hf, c, g, Frederick & Nelson, Seattle. 450 Fourth ave.
 F N Arbaugh, hf, F N Arbaugh & Co, Lansing, Mich. Latham.
 F J Knadler, hf, t, Root D G Co, Terre Haute, Ind. 23 East 26th.
 H Wonderlich, t, Mfrs' Outlet Co, Providence, R I. 116 West 32d.
 Miss Darnstadter, s, N Snellenburg & Co, Philadelphia. 1261 Broadway.
 A J Bolavert, hf, t, Davidson Bros, Co, Sioux City. 1261 Broadway.
 W Woods, Porteous & Mitchell Co, Norwich, Conn. 432 Fourth ave.
 H Lowengart, c, g, M Seller & Co, Portland, Ore. Remington.
 Mr Wright, hf, D H Holmes Co, New Orleans. 15 East 26th.
 A Weslow, c, Anderson, Ind. 105 Grand.

BUSINESS BRIEFS.

The Woolworth Co. now have 1,007 stores in operation all over the United States.

*

L. Barth & Son have leased the premises 415 Lafayette street, this city, and will occupy them in connection with their Cooper Square property after alterations are made.

* *

A new store is being erected for Brinsmaid & Co., Des Moines, Ia., to take the place of the one recently destroyed by fire. The building will be on West Seventh street, 132 feet front and 66 feet depth, and will cost \$75,000.

* *

Shareholders of Montgomery, Ward & Co., Chicago, are given the privilege of subscribing to an issue of \$3,000,000 new preferred stock at par in the ratio of three new shares to five now held. The purpose of the issue is to raise additional funds for business expansion.

* *

Geo. Borgfeldt & Co. are sending out their annual announcement, and with it a most practical and convenient little calendar. The former is finely printed on parchment paper and calls attention to both their domestic and imported goods. The calendar, which has a condensed list of their various lines, is on celluloid and can be carried in the vest pocket.



Royal Worcester Plate.



Pittsburgh and Vicinity

Fire that for a time threatened serious damage broke out in Factory "A" of the United States Glass Co. at 10:30 o'clock last Friday morning and caused a "two alarm" call to be sent in. Six fire companies responded. A loss of about \$10,000 resulted. The company had been notified to shut off its gas, and was in the act of changing over to fuel oil. In making the change some oil spurted over the lehrs and set fire to some inflammable materials near by. The flames shot up and ignited packing materials on the second floor, causing dense volumes of smoke. The fire was confined to this part of the factory, and operations can be continued, except about the lehrs. The cutting shop, offices and other departments were unharmed.

The recent advance in the cost of packages is due entirely to the shortage of staves and the inability of coopers to obtain supplies. The weather has been such that lumber dealers have been unable to work their mills or obtain cars for shipping. Some of the largest cooperages in the Pittsburgh district are seriously affected, and no relief is anticipated until the weather moderates.

Late buyers here were the following: Harry Wheelock, of George H. Wheelock & Co., South Bend, Ind.; Mr. Silverstein, for United Glass and China Co., New Orleans; Mr. Meyers, for S. H. Kress Stores, New York; J. M. Byrnes, of Byrnes & Keiffer, Pittsburgh.

W. H. Smith and Clyde Hartman, salesmen for the United States Glass Co., will leave next Sunday night for the South and Southwest.

The Westmoreland Glass Specialty Co., which was one of the first to open at the Ft. Pitt Hotel this season, was the last to close.

I. J. Collins, president of the Hocking Glass Co., who became suddenly ill while at the Ft. Pitt Hotel last

week, and was removed to the home of E. B. Good, in this city, shows a decided improvement. It was found on his removal from the hotel that Mr. Collins had developed pneumonia. "Provided nothing unforeseen sets in he will recover quickly," said Mr. Good this week.

The freight situation, so far as east of Pittsburgh territory is concerned, shows no improvement. Western territory, however, is opened to some sections in less than carlots. It is impossible to ship carlots now. No improvement is possible until after the coal situation improves, as the latter is now considered high-class preference freight.

One hundred machinists are being loaned to the Baltimore and Ohio Railroad by the Hazel-Atlas Glass Co., Washington, Pa., to assist in the operation of the road. The men arrived at the B. & O. shops here last Saturday. The action of the glass company has pleased the government very much, to say nothing of the railroad officials. It is hoped that other concerns will do likewise. All railroads are very much in need of machinists, their equipment being badly in need of repair.

Reconstruction of the Star Glass Co.'s plant at Star City, near Morgantown, W. Va., which was recently ruined by fire, is now virtually assured as the result of a financial reorganization of the company and the raising of subscriptions among the people of that community. Subscriptions were raised among Morgantown people, but the stockholders of the company held a meeting recently and declined this offer of assistance, as that given in Star City was deemed sufficient.

At a meeting of the stockholders of the Monongah Glass Co., Fairmont, W. Va., February 2, arrangements were made to increase the capital stock from 10,000 shares of the par value of \$50 each to 20,000 shares of the same par value. The officers were also directed

to acquire certain tracts of coal lands, together with mining rights, in order to provide the company with fuel, and to acquire the property were authorized to issue first mortgage coupon bonds to an amount not exceeding \$500,000.

The demand for tumblers is as active as ever, and on some of the common lines factories are sold up for months ahead. Orders are being received faster than shipments can be made.

TO BE DECIDED SOON.

BRIEFS have just been filed with the Board of United States General Appraisers in two important chinaware cases. Curie, Smith & Maxwell, attorneys, filed a brief in the case standing in the name of Geo. Borgfeldt & Co., covering German chinaware, while Special Attorney John J. Mulvaney filed the Government's brief in the Limoges chinaware case standing in the name of L. Straus & Sons.

The Government's brief in the German chinaware case and the importers' brief in the Limoges case will be filed within the next few weeks, when the Board will have before it for determination two of the most important customs cases that have been tried in years.

Both involve large sums in customs duties and have attracted wide attention in trade circles.

THE WATCHMAN EVIL.

THE subject of watchmen opens a big field for consideration. The prevailing custom among manufacturers, warehousemen and others is that of engaging as night watchman some superannuated employee who is no longer physically able to earn a workman's pay, said General Manager Mallalien, of the National Board of Fire Underwriters, in a recent address. Such a watchman may make his occasional rounds of clock stations in a purely mechanical way, but the amount of real protection which he furnishes, especially in war time, is very small. Generally he can be avoided with ridiculous ease by any one who is in the place with hostile intent. Or, if not avoided, his overpowering is a matter of little difficulty.

Some of you know of a recent test in a very large grain elevator, where inspectors were sent into a plant at night time, without the knowledge of the aged watchman. These inspectors spent six hours within the plant and made drawings of many of its important features, but their presence was never once detected. As a consequence the owners were given the alternative of engaging a sufficient number of young and vigorous guards

or of having their plant taken over by the state authorities.

The big Baltimore fire of October 30th is a striking example of insufficient watchman service. Here was a pier, 900 feet long, containing such a valuable accumulation of freight as 50,000 bales of wood pulp, 150 carloads of flour, 20 cars of tobacco, 30 cars of bark extract, 40 cars of lubricating oil, 25 cars of spelter, 23 cars of roofing paper, 15 cars of miscellaneous freight in the portion of the pier that was destroyed. Pier 9 contained 29,000 bales of wood pulp, 7,000 cases of imported liquor in the bonded end, 300 crates of earthenware, 100 bales of oakum, 100 cars roofing paper, 50 cars of linseed oil cake, 20 cars of tobacco, 23 cars of miscellaneous freight. Think of leaving these stores in the sole charge of a single watchman in a time such as the present!

There are really few subjects in fire prevention so important as the abrogation of this time-honored custom of inefficient watchmen. To make the safeguarding of our production of supplies depend upon those who can furnish only nominal safety, during the hours when darkness brings the greatest dangers, and to do this in a period of extensive hostile activities would be ludicrous if it were not so grave. It is equivalent to locking the windows and leaving the front door open.

Watchmen are charged with extraordinary responsibility. They should be picked men, not derelicts. They should be intelligent, courageous, and physically active. They should be sufficient in number to furnish real protection. They should be armed. They should receive special training for their important duties, and this training should include knowledge of fire alarms, fire prevention and fire protection. They should never be engaged except upon unmistakable evidence of character, and they should be paid the salaries that will command such qualifications.

I wish respectfully to suggest that you gentlemen give early and earnest consideration to the correction of what we may well call "the watchman evil." I wish to raise the point as to whether each one of you may not profitably undertake to secure statistics of the watchmen's service in his own State, and to formulate means for a sweeping reform of the whole absurd system. If this can be done, and I believe that you can do it, the efficiency and safety of the nation will be greatly enhanced. It is a crying need of the present hour.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

FOR SALE.

UP-TO-DATE mahogany-finished mirror-covered fixtures. Can be seen at 25 West Twenty-third Street, New York. LAUREL CUT GLASS CO.

Advantages of Trade Acceptances.

IN advocating a more extended use of "trade acceptances" by American merchants and manufacturers we are not proposing to the business world a new credit instrument which is unknown and untried, said Edward H. Cady at a meeting of the Toledo Association of Credit Men. In the early days of business development in this country the "bill of exchange" or "trade acceptance" was widely and generally used.

There were probably many causes which operated to bring about the substitution of the open account system for the acceptance system. It may be safely stated, however, that the change was largely caused by peculiar conditions existing in business in the period following the close of our Civil War.

Credits were uncertain, interest rates were high, and the cash settlement of bills was unusually desirable. The cash discount, therefore, became the customary inducement offered by sellers to encourage prompt payment for goods shipped,

This at once made the book entry the only evidence of the debt or credit and gradually introduced the book account system in place of the acceptance system. This system naturally made it necessary for the buyer who was not amply supplied with working capital to borrow from his own bank, if he wanted to avail himself of the advantages of cash discount offered, and thereby brought into vogue the one name accommodation paper, now so universally used.

This system has many defects and has entailed serious losses on both business houses and banks.

Many of these defects have been minimized by improvements in banking and business methods, and the credit men of the country and the credit men's associations have aided materially in bringing about these improvements.

It is believed, however, by most men who have made a study of credit and finance that there remain many defects in the book account system which cannot be eliminated—defects which are inherent in the system.

The chief defect of the book account system undoubtedly lies in the fact that it carries such a tremendous volume of credit in an indefinite, non-convertible, stagnant form, without fixed maturity or satisfactory provisions for liquidation.

It puts upon the seller the burden of financing the buyer after the seller's goods are out of his possession or control.

It breeds and multiplies disputes as to quality,

quantity, price, and numerous other elements of the transaction.

It encourages overbuying and thereby an undue expansion of credit and business.

It frequently makes it necessary for both the seller and buyer to borrow more money and more interest than absolutely necessary, and at the same time it limits the availability of credits, thereby preventing the proper expansion of borrowing power in times of need.

The use of trade acceptances corrects these defects of the book account system.

The trade acceptance would put a tremendous volume of credit in a definite, convertible liquid form, with a fixed maturity and full provision for liquidation.

It places upon the buyer the burden of carrying and financing the goods he purchases after they come into his possession and under his control.

It minimizes to a point of practical elimination all disputed accounts.

It checks overbuying.

It makes it necessary for the seller to borrow money—i.e., "acceptances receivable"—only at such times and in such amounts as are necessary in the conduct of his business, thereby reducing his actual requirements. At the same time it makes all the credits carried by the seller always available, thereby increasing his borrowing power in times of need.

It may be claimed, however, that the advantages of trade acceptances are advantages to the seller, but disadvantages to the buyer.

I am inclined to believe that it is this view of the matter which presents the greatest obstacle to a more general use of trade acceptances. Sellers naturally hate to adopt any system which they think will be unwelcome to the buyer and have the effect of decreasing their sales, and it will be extremely difficult to extend the use of trade acceptances if the contention that the system is unfavorable to buyers is true.

As a matter of fact, the so-called disadvantages for the buyer, in the opinion of men who have studied the matter, are more apparent than real. I believe it can even be shown that as a system it is far better for the buyer than the present system of book accounts.

In the first place, almost everyone engaged in business is a buyer and a seller too, and a trade acceptance ought to be a benefit to him at both ends of his business. Considering him for a moment only as a buyer, I believe it is easy to see distinct advantages in the use of

trade acceptances.

If a merchant buys a bill of goods and has it charged into a book account he has assumed an indefinite obligation with no fixed maturity.

He knows, of course, that if he pays it promptly he will have a little better standing with the seller than if he does not; but he knows, too, that if he makes some payment from time to time and does not let the account get too old he will have no trouble in buying again from the same seller or from some other one.

Let us admit, for the benefit of the sales department, at this point that such a consciousness makes him buy more liberally; but it makes him buy with less care and it also makes him less active and vigorous in his selling.

It tends all along the line to careless business methods.

If, on the other hand, the buyer is purchasing a bill of goods, for which he is going to give his acceptance, payable at his own bank at a fixed date, he is going to buy more carefully, both as regards quantity and quality. This very care will help his selling, for we all know that goods well bought are readily sold. But it will also keep him alive and active in his selling, for it is through his sales that the funds will come for the payment of his acceptance.

You will say, no doubt, that this reasoning does not apply to the buyer who is able to discount his bills.

When a merchant has his business in such shape that he has sufficient working capital to discount his

bills without borrowing money from his bank it would probably be difficult to suggest any method which would further improve his situation. In the case, however, of a merchant who borrows money from his bank on an open line of credit in order to discount his bills, I believe it can be shown that it would be to his distinct advantage to pay his bills by means of a trade acceptance.

In the first place, he pays out in interest almost as much as he saves in discounts, and he has outstanding obligations for round amounts which may be renewed from time to time and are not apt to operate as an incentive to more vigorous business methods. In other words, an advantage to him will come from more careful buying, which the acceptance system will encourage, and the more active selling policy which he will naturally adopt to meet the definite and exact obligations which he has outstanding. With a liberal credit line at his bank there is not the constant incentive to care and watchfulness at both ends of his business, and he is apt to accumulate unnecessary stock and carry same by means of his credit line at his bank.

For these reasons and others which need not be enumerated many of us believe that a more extended use of trade acceptances would be distinctly advantageous for the buyer, for the seller and for the general business and financial situation. In fact, its more widespread use is advocated not in the interests of any one party to business transactions, but in the interests of all.

Mitchell, Woodbury Co. Lines

ON DISPLAY AT

HOTEL McALPIN,

ROOM 361,

Broadway and Thirty-third Street, New York,

FEBRUARY 10th-25th,

R. W. Corey in charge.

MITCHELL, WOODBURY CO.,

"The House That Is Known by the Customers It Keeps,"

560 ATLANTIC AVE.,

BOSTON.

CROCKERY and GLASS JOURNAL

NEW YORK, FEB. 14, 1918.

CONDITION OF TRADE.



The coming week is the big one for buying on import. In ordinary times there would be from 300 to 500 buyers here. What the number will be this year is open to conjecture. The attractions of the Salesmen's banquet and Borgfeldt's luncheon are missing this year; and they undoubtedly brought a lot.

The buying is largely for English china and earthenware, and importers of these lines are doing business on a large scale. So far goods from England have come over with surprising regularity and in considerable bulk. The English Government, with the object of shutting Germany out after the war, has seen to it that her export trade is taken care of, particularly on commodities where that country was a big competitor.

Buyers are also taking all the French goods they can get. Unfortunately, manufacturing in France has been hampered not only by lack of men, but by shortage of coal. A few weeks ago fuel was becoming more plentiful, and there was hope of a larger output of china, but the extreme cold weather which seems to have pervaded the world caused a temporary shutting down of the mines. But there is every reason to believe that in a short time the French potters will have an ample supply.

Some of the larger importers of Japanese goods have so nearly filled their quotas that they are a little cautious about taking more import orders. Stocks are

not large, and there is a certain amount of conservatism in letting them all go.

The American potteries are having more than a normal demand for their wares, and, so far as selling is concerned, certainly have nothing to complain of. But they are not out of their difficulties yet in the matter of fuel and shipping. Some of them have been firing biscuit kilns with coal, where it has been possible to secure it. But with moderate weather there will be plenty of gas, for the producers have been making great efforts to insure a larger supply.

Glass manufacturers are booking good business, particularly on blown goods, specialties, and, of course, tumblers. They also have been bothered by lack of fuel, but are in hopes of increasing production within the next two or three weeks. What they will be able to do in the way of shipping depends upon the powers at Washington.

Cut glass shows a slight improvement over last week, and attractive patterns are going well if the price is not too high. The supply of lead blanks is still inadequate, but lime goods are more easily obtainable. There is a big demand for these for silver mounting, and some good orders have been placed recently for ware for this kind of decoration. There has also been a good demand for high-grade enameled and painted goods, and the richer they are the more easily sold.

The toy trade has had a little boom, inspired by

the exposition of these goods now in progress at the Hotel Imperial.

The Hardware Exposition at Madison Square Garden has brought housefurnishing goods buyers to market in considerable force, for while the show is under the auspices of the hardware men there are big exhibits of essentially housefurnishing articles.

Retail trade has been erratic. Where special sales have been held the movement has been good; but in the regular course of business, and with the department stores particularly, a good day is usually followed by a very dull one. Weather conditions continue to bother them, and of course the occurrence of so large a number of holidays this month is having a bad effect. From interior points business appears to be better than at the Atlantic seaboard. Wholesalers who were here last week without exception reported a very excellent movement, showing that the retailers must have calls for goods, or they would not be buying as largely as they are. Immense quantities of snow still lie on the ground, particularly in the Middle West, and if country people want china and glassware so badly that they will cope with the difficult conditions of getting to the towns and cities they must be greatly in need of the wares.

Pittsburgh and Vicinity

While a fair amount of orders for ordinary staples is being received, buyers are inclined to await the receipt of merchandise bought months ago before having other specifications confirmed. The lifting of the Eastern embargo last Thursday will relieve the situation wonderfully, and new business is expected by glass manufacturers in liberal volume as soon as a lot of old orders have been forwarded.

East Liverpool and Vicinity

An improvement in the fuel situation has resulted from the moderating weather, and potteries are operating wherever possible. The potters are now fervently praying that transportation may undergo a like favorable turn.

CARTWRIGHT BROS. IN DIFFICULTIES.

ALTHOUGH the annual statement of the Cartwright Bros. Co., East Liverpool, showed the concern to have made a fair profit last year, the stockholders on February 7 asked that a receiver be appointed to take charge of the affairs of the corporation, and the court appointed W. T. Tebbutt, of East Liverpool. Those subscribing to the petition were W. H. Cartwright, F. H. Cartwright, C. L. Gray, R. M. Cartwright, A. J. Cartwright and Homer Cartwright.

The petition related that the concern has a paid-up capital stock of \$100,000. The contingent liabilities as guarantor and endorser are given as \$22,000, and the indebtedness at \$52,000, or total liabilities of \$74,000. Assets, exclusive of the pottery plant, are placed at \$65,000.

The concern has been unable to operate its plant to the best advantage, owing to the difficulty of getting finished product to the market on account of railroad embargoes, together with other handicaps that have resulted in the tying up of heavy funds.

OBITUARY.

MAURICE C. McDONALD, vice-president of McDonald Bros. Co., Minneapolis, passed away Tuesday February 5, as the result of complications following an operation for appendicitis.

His unostentatious and engaging manner endeared him to a large circle of friends, as well as made successful the business career which has been brought to such an untimely close. He was but just turned thirty-seven. He was always optimistic and cheerful. His relations with the employees and customers of his house and his genial cordiality with those from whom he purchased goods were proverbial. He was known as a "man among men," and had the confidence and esteem of all who knew him.

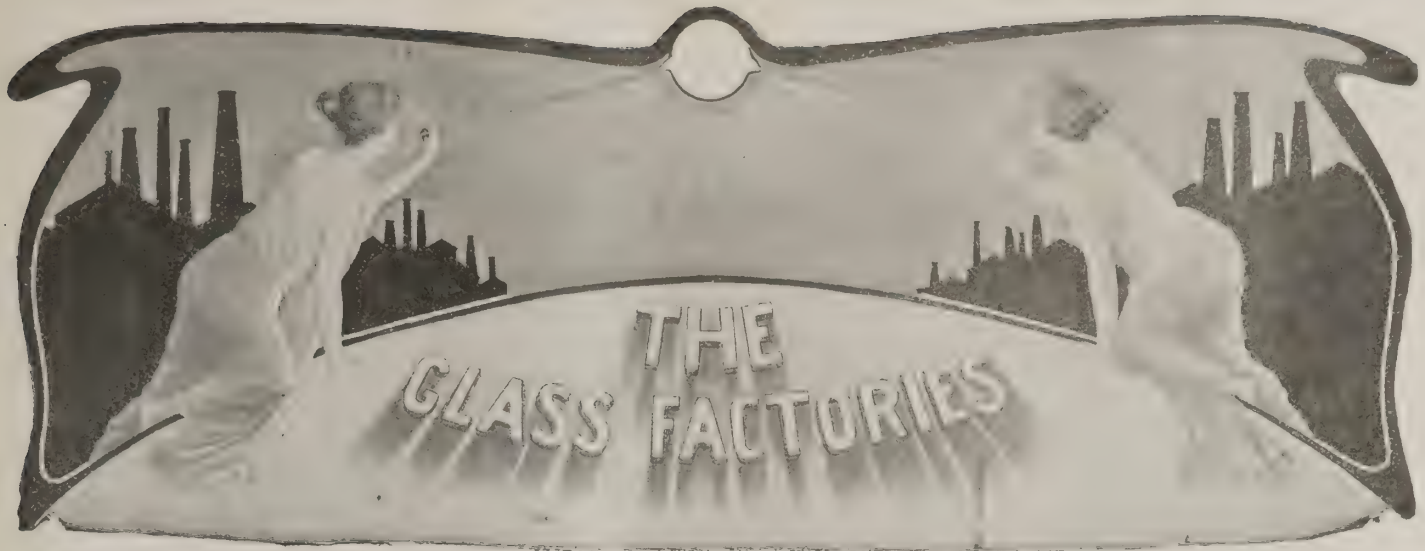
William Kornahrens, woodenware merchant, who conducted a business at 288 West street after severing his connection with Herman Kornahrens, Inc., of 111 Murray street, about four years ago, died last Wednesday at his home in Brooklyn from paralysis.

TAKING THEIR WARES TO THE BUYER.

THE National Associated Manufacturers, who have shown their lines in turn at Indianapolis, Memphis, Kansas City and Chicago, reached Pittsburgh this week, where they opened up on the sixth and seventh floors of the Fort Pitt Hotel.

Among the goods displayed are aluminum wares by the Geo. H. Bowman Co., Cleveland, and West Bend Aluminum Co., Chicago; china by Ebeling & Reuss, Philadelphia; Japanese goods by Takito, Ogawa & Co., New York; glassware by Imperial Glass Co., Bellaire, O., and Lancaster (O.) Glass Co.; pottery by Crooksville (O.) Pottery Co. and West End Pottery Co., East Liverpool.

The Association was formed last year, and its first trip, last fall, was successful. Business booked on the current tour exceeds that of the first showing, and it looks as if this method of selling goods will become a permanent institution.



Pittsburgh and Vicinity

An informal meeting of the Tariff Committee of the Glass Association was held here February 7. Out of a committee of nine appointed at the last meeting of the Association to look after details connected with the importation of glassware, those attending were W. F. Dorflinger, chairman; Marion G. Bryce, of the United States Glass Co.; Nicholas Kopp, of the Pittsburgh Lamp, Brass and Glass Co.; Arthur J. Bennett, of the Cambridge Glass Co., and E. P. Ebberts, of the Phoenix Glass Co. The general situation with reference to present and possible future conditions in the glass business was discussed at length, and the way cleared for whatever action may be deemed desirable at subsequent meetings.

The fire at Factory "A" of the United States Glass Co. did not prove as serious as at first thought. The damage to the plant was found to be slight, and only one day was lost in getting matters in shape to resume operations.

Watson W. Lang, secretary of the Western Glass and Pottery Association, is issuing a new form of membership application which shows that members can obtain the protection of the organization for about five dollars per annum.

Frank A. Freese, in charge of the lighting glassware department of the United States Glass Co., has returned to his desk from an Eastern business trip.

A very fair business continues on jugs and vases.

Manufacturers were highly pleased when notified last Friday that the embargo on Eastern shipping had been lifted, packages being accepted for 37th and 125th street piers, New York. Calvert street station, Baltimore, was also opened for the receipt of freight. Thousands of packages of glassware were immediately loaded for shipment. No prediction is made as to how

long these points will be open. The South remains closed as tight as ever.

While no definite information is obtainable at this time, the opinion prevails here that an increase in freight rates will be announced shortly. It is rumored that new rates on coal are contemplated, and that slight advances will be authorized on other commodities.

A decided improvement is reported in the condition of I. J. Collins, president of the Hocking Glass Co., who has been ill here at the home of E. B. Good. He is able to be about his room, and unless unforeseen developments occur is likely to return to Lancaster, O., within a few days.

Salesmen are slow in going on the road this season. They want to wait until a lot of their back orders are filled. Moderating weather has done much to relieve transportation problems, and their wishes will no doubt be shortly realized. They figure that as soon as fresh stocks are displayed the goods will have an active movement, and then buyers will be in position to place new business.

E. F. Rusch has filed a bill in equity against the United States Glass Co. asking for an injunction to restrain the company from building a railroad siding at its works on Twenty-first street.

Several glass factories which have been idle for several weeks owing to lack of fuel are preparing to resume. Even decorating plants were not able to work, gas being denied them also.

Official announcement is expected to be made soon of the transfer of the Rochester Tumbler Co.'s business to a new concern now being formed. During January several conferences with this end in view were held, which it is said resulted in agreements being made to take over the controlling interest of the Rochester con-

cern. The latter has been confining its business almost exclusively to lamp bulbs, which product will be continued by the new company.

Inquiry for packers' glassware is increasing. It is said that more glass containers will be used this year by packers than ever before, as there is a growing shortage of tin.

Inquiry is already being made for Easter novelties. If manufacturers can possibly secure steady production on these lines a good business can be done within the next few weeks.

The transfer books of the Central Glass Works, Wheeling, W. Va., will close February 23 for a cash dividend of three per cent, payable March 1.

AT CHICAGO.

BUSINESS showed a very big improvement last week. Manufacturers' agents sold more goods than during any week since the start of the year.

In spite of the fact that the department stores are on a five-day per week schedule, it is believed that not much business is lost.

The two conventions which were in progress in the city during the week brought a lot of buyers. The National Associated Manufacturers at the New Morrison Hotel did a big business, and the Manufacturers' and Importers' Association at the Palmer House was also well attended by five and ten cent buyers throughout the Middle West. More than 25,000 items were displayed.

Everybody here is looking forward to a good spring trade if the railroad situation continues to improve. The coal shortage is already less acute, owing to the fact that a week of good weather has facilitated the operation of the railroads.

Andrew Toutenhoff, buyer of glassware and housefurnishings for H. C. Prange & Co., Sheboygan, Wis., passed through Chicago last week on his way to New York.

W. T. Darden, of W. T. Darden & Co., will make a trip to Washington in the near future in order to visit his son, Sperry, who has recently been transferred there from Columbus, O.

Edward Downey, the popular representative of the Brush-McCoy Pottery Co., was in the city last week.

Lewis H. Simpson & Co. have given up the representation of the H. R. Wyllie China Co., and added to

their list the line of the Athens Glass Co., of Morgantown, W. Va.

Martin Carlstein, of Martin's Mercantile Co., makers of mirror plateaux, fell down a stairway at the factory one day last week and severely twisted his ankle.

John Jacklin, buyer of crockery and glass for Harris, Emery & Stone, Des Moines, Ia., is expected in the city on his spring trip in a few days.

Col. W. F. Ellison, representing George F. Bassett & Co., was among the merry men decorating the mahogany in the Palmer House lobby last week.

Harry Whitney, who was at the Auditorium Hotel last week showing the latest samples turned out by the Phoenix Glass Co. uses a novel method in making sales. Instead of carrying samples or ordinary illustrations he shows stereoptican slides in colors, each slide depicting a certain style. He says that the scheme has proved very successful.

Thomas Reid, vice-president of the Guernsey Earthenware Co., was at the Palmer House during the week.

A. M. Nordland has been appointed buyer for the Rike-Kumler Co., Dayton, O. He was buyer of housefurnishings at Hillman's Department Store for several years, leaving that position January 1.

An involuntary petition in bankruptcy was filed last week against Joseph Schwartz, a dealer in lamps at 1154 W. Madison street. Liabilities are about \$3,200, and assets are about \$2,000. The bankrupt is said to have made a false statement to a mercantile agency about a year ago concerning his assets. This is a criminal offense, and creditors are discussing possible prosecution. Schwartz wanted to settle for twenty-five cents on the dollar, but the creditors refused.

B. H. Palmer, traveler out of the Chicago office of the United States Glass Co., has just returned from a trip through Iowa.

William E. Macklin, formerly buyer for one of the department stores of Minneapolis, was visiting some of his old-time friends in the trade here this week.

Walter B. Andrews, representative of the Duncan & Miller Glass Co. and the Co-operative Flint Glass Co., has received all his 1918 samples.

The next meeting of the Chicago Jewelers' Association, which contains as members a number of cut glass and decorated china concerns, will be held in the Congress Hotel next week. This will be an evening meeting, with special entertainment. In no sense, however, will

it take the place of the annual banquet, which was dispensed with this year on account of the war.

AT THE HOTELS.

McALPIN.

ON Monday R. W. Corey opened at the McAlpin Hotel for a two weeks' stay with lines from the Mitchell, Woodbury Co., Boston. He shows English dinnerware in open stock patterns for immediate delivery. There are many excellent patterns on good shapes. A very fine display of Japanese fancy goods will also attract buyers.

James P. Gordon also opened on Monday with open stock dinnerware patterns from the Jones, McDuffee & Stratton Co. They have about seventy-five designs which they can ship immediately in original packages, and a large number from stock. These include English, French and Japanese wares. There are some excellent patterns in the display, and the fact that they can be shipped immediately in original packages is a potent factor in their sale. Mr. Gordon will be here until March 17.

In room 363 there is a large display of high-class goods from the Sterling Cut Glass Co., Cincinnati, including water sets, jugs, bowls, nappies, vases in floral designs and in combinations of floral and mitre cutting. The "Morning Glory" design is one of unusual attractiveness. R. W. Corey is in charge of this display also.

In room 361 the Genesee Cut Glass Co. is making a good display. A design with a holly border has already proved a success, and the "Butterfly" pattern is going well. There are many other good light cuttings, and some of the prices are astoundingly low.

M. S. Benford is in room 306 with a first-rate line of cut glass. When the writer called all the samples had not been opened, but what were seen were all right.

J. W. Mackey, with the Southern Potteries Co., Erwin, Tenn., engaged rooms here for this week, but at this writing had not arrived.

IMPERIAL.

At the Hotel Imperial the Geo. H. Bowman Co. are showing dinnerware and cut glass. The latter is in both light and heavy cuttings, all new and up to date, and the "Dollar Proposition" is taking the trade by storm. The dinnerware is open stock from exclusive English manufacturers and from their own pottery in Ohio. These are shown in room 535 by Chas. S.

Ellis, A. A. Bourbon and W. F. Kraus. Another exhibit in room 205 contains aluminum ware, with Wm. M. Oddie in charge. They are featuring the Swissalu boiler, the dome-shaped, self-adjusting cover of which so fits the pot that it is raised automatically when the steam reaches a certain point, allowing the vapor to escape and the cover to fall back into place. It cannot boil over. The article is making a great hit.

On the first and second floors of this hotel there are between eighty and ninety exhibits of toys from all over the country, including dolls, animals, books, games, toy clocks, tree ornaments, toy furniture, Japanese goods, and everything else ever thought of in toyland.

BUSINESS BRIEFS.

M. Lowenstein, housefurnishing goods, has moved from 19 East Twenty-first street to 178 Fifth avenue.

The Deluxe Doll and Toy Co. has been incorporated in this city with a capital of \$7,500 by L. Spietz, J. and G. Baum.

The Enterstate Glass Co., of Toledo, O., manufacturers of engraved and gilded glassware, has changed its name to the Eagle Glass Co.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings, l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

- T J Gill, c, g, Thayer Dry Goods Co, Wichita, Kan. Cumberland.
- J M Saville, c, g, Zion Co-operative Mercantile Co, Salt Lake City. Seville.
- M G Michael, hf, Michael Bros, Athens, Ga. 1150 Broadway.
- W W Kelly, t, Raphael Weill & Co, San Francisco. Latham.
- F H Van Allen, c, g, J D Van Allen & Co, Clinton, Io. Imperial.
- E Pollard, hf, Hearne Dry Goods Co, Shreveport, La. Imperial.
- C J Starker, t, Higbee Co, Cleveland. 230 Fifth ave.
- R M Reedy, t, Sears, Roebuck Co, Chicago. 404 Fourth ave.
- A M Eisfelder, t, C Korick & Bro, Phoenix, Ariz. 116 West 32d.
- L A Dempsey, l, McCreery & Co, Pittsburgh. 23 East 26th.
- L O Woody, hf, G C Meacham Co, Fort Worth, Tex. Breslin.

W H Behringer, hf, c, Hess Bros, Allentown, Pa. 41 Union Square.

Miss A Roberts, s, Bullock's, Los Angeles. 95 Madison ave.

T M Walsh, hf, George McBain Co, Roanoke, Va. 432 Fourth ave.

F Kanders, t, hf, L Adler, Savannah. 1150 Broadway.

M S Jelenko, s, Miss K Walker, t, and Mrs I Halpern, hf, Stix, Baer & Fuller D G Co, St Louis. 116 West 32d.

J W Boston, t, hf, and A Schuchart, t, Famous & Barr Co, St Louis. 37 West 26th.

W M Jamieson, hf, Jamieson Housefurnishing Goods Co, Trinidad, Col. 105 Grand.

J MacFarquhar, t, S Kann, Sons & Co, Washington. Cumberland.

J L Lynch, t, hf, J Bacon & Sons Co, Louisville. 23 East 26th.

G Louis, t, hf, Woodward & Lothrop, Washington. 334 Fourth ave.

W B Stanton, c, Stewart & Co, Baltimore. 2 West 37th.

L J Wagner, t, J N Adam & Co, Buffalo. 2 West 37th.

A D Wilhelm, hf, W Taylor, Son & Co, Cleveland. 470 Fourth ave.

C Christensen, hf, c, Marston Co, San Diego, Cal. 220 Fifth ave.

J Weber, hf, Weber Dept Store Co, Chicago. Broadway Central.

W H Whan, hf, t, Elliott-Taylor-Woolfenden Co, Detroit. 220 Fifth ave.

P L Beck, t, c, Baltimore Bargain House. 354 Fourth avenue.

J H Schoenberg, and Miss A Creighton, t, Rothschild & Co, Chicago. 470 Fourth ave.

L G Wesselman, hf, Bailey Co, Cleveland. 37 West 26th.

D Olschefskie, t, G Fox & Co, Hartford, Conn. 404 Fourth ave.

S E Kominerf, hf, Herman Strauss & Sons Co, Louisville. 1133 Broadway.

L L Soule, t, D H Holmes Co, New Orleans. 19 East 26th.

C H Baxter, t, Shepard Co, Providence, R I. 220 Fifth ave.

Isaac Hirschman, Pensacola (Fla) Crockery Co.

L McCarthy, hf, c, t, Stewart D G Co, Louisville. 2 West 37th.

L Hunkler, hf, c, t, Elder & Johnston Co, Dayton, O. 220 Fifth ave.

Mr Rice, t, Powers Mercantile Co, Minneapolis. 2 West 37th.

R W Smith, t, Maxwell-McClure-Fitts D G Co, Kansas City. 43 Leonard.

H T Simon, hf, t, Herpolzheimer Co, Grand Rapids. 1170 Broadway.

A R Campbell, c, t, W Barie D G Co, Saginaw, Mich. York.

M Schwartz, c, t, g, Golden Rule, St Paul. 1261 Broadway.

W D Gilmore, hf, c,t, Kaufman, Straus Co, Louisville. 220 Fifth ave.

Miss Donovan, hf, c, Reid & Hughes Co, Lawrence, Mass. Continental.

C Hass, c, g, Raphael Weill & Co, San Francisco. 15 East 26th.

Thos A Neely, c, g, Strauss-Hirschberg Co, Youngstown, O. Breslin.

B McManmon, c, g, hf, Carbade, Eiband & Co, Galveston, Texas. Latham.

Herbert Gay, c, g, Hunter-Tuppen Co, Syracuse, N Y. Robert Treat Hotel, Newark, N J.

P Johnson, c, g, Chamberlin, Johnson, Du Bose Co, Atlanta, Ga. 20 East 46th.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthen, stone and china ware for the month of November, 1917, compared with the same month in the preceding year, were as follows:

	1916	1917
China, not decorated.....	\$ 12,704	\$ 14,987
decorated.....	270,701	364,727
From France.....	60,620	48,935
Germany.....	.....	.....
United Kingdom.....	59,371	62,151
Japan.....	140,200	225,222
Other countries.....	10,510	28,419
Earthenware, not decorated...	26,827	35,861
decorated.....	171,209	173,975
All other.....	22,184	31,784
Total.....	774,326	986,061

FOR ELEVEN MONTHS ENDING NOVEMBER.

	1915	1916	1917
China, not dec.....	\$ 442,196	\$ 263,639	\$ 140,624
decorated.....	3,752,873	2,962,709	3,153,596
France.....	754,520	839,187	575,179
Germany.....	1,301,618	239,421	.....
United Kingdom...	401,639	491,917	591,319
Japan.....	1,016,612	1,214,113	1,795,989
Other countries ...	278,484	178,071	191,109
Earthenware, not dec.	148,441	310,165	514,075
dec....	532,640	1,558,110	1,853,507
All other.....	1,397,937	252,959	252,089
Total.....	10,026,962	8,310,291	8,977,487

GLASSWARE.

NOVEMBER		FOR ELEVEN MONTHS E'D'G NOVEMBER		
1916	1917	1915	1916	1917
\$27,815	\$61,826	\$983,739	\$448,691	\$490,625

HYDRATE OF POTASH

Containing not more than fifteen per cent of Caustic Soda.

NOVEMBER		FOR ELEVEN MONTHS E'D'G NOVEMBER		
1916	1917	1915	1916	1917
5,905	\$56	\$100,308	\$16,754	\$26,013

DOLLS AND TOYS.

	1916	1917
Dolls and parts of dolls.... ..	\$ 9,706	\$ 36,578
All other toys.....	112,260	163,087
Total.....	121,966	199,665

FOR ELEVEN MONTHS ENDING NOVEMBER.

	1915	1916	1917
Dolls & parts.	\$ 972,361	\$ 92,607	\$242,133
All other toys	3,316,698	1,268,175	1,386,565
Total.	4,289,059	1,360,782	1,628,698

CHINA CLAY.

NOVEMBER		FOR ELEVEN MONTHS E'D'G NOVEMBER		
1916	1917	1915	1916	1917
\$7,592	\$40,773	\$1,018,159	\$1,267,287	\$1,256,623

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

NOVEMBER		FOR ELEVEN MONTHS E'D'G NOVEMBER		
1916	1917	1915	1916	1917
\$26,200	\$2,113	\$325,296	\$246,717	\$35,682

REQUIREMENTS OF GLASS SAND.

THE factors which determine the value of a deposit for making glass are chemical purity, physical character, quarrying conditions, and location with respect to transportation, cheap fuel, and market.

Glass is a transparent, impermeable substance formed by fusing sand, or silica, with fixed alkalis. It is made by melting the ingredients in a pot or tank, mixing the batch thoroughly, and allowing it to cool. It is molded into the desired form while molten. Sand is the principal constituent of all glass, comprising from 52 to 65 per cent of the mass of the original mixture. The qualities of the glass, such as lack of color, brilliance, transparency, and hardness, depend largely, therefore, on the quality of the sand.

For the finest ware only the purest quartz (silica) sand can be employed, because slight impurity, especially a small quantity of iron, impairs the brilliance, whiteness, and clearness. Thus, for the manufacture of glass for optical instruments, which is practically colorless, sand, or ground silica, should contain not more than 0.015 per cent of ferric oxide. Plate and window glass are commonly pale green, and absolute purity is not essential in the sand, but more than 0.2

per cent of ferric oxide is undesirable. Green and amber glass for rough structural work, as skylights, sidewalk lights, for bottles, jars, and insulators, are made from sand that has more impurity than is permissible in sand for plate glass and prescription ware.

The suitability of a sand for making glass may be determined roughly by inspecting it for the following properties: The sand should consist almost entirely of quartz, or silica (most glass sands contain from 98 to more than 99 per cent of silica); it should be nearly white or easily washed white; the grains should be uniform in size, either angular or rounded, and preferably should not be larger than 20 mesh nor smaller than 80 mesh. Whiteness is not essential, however, in sand for ordinary window glass and cheap bottles and jars. Sand for window glass that has been dug at a New York locality for many years is pink or dark flesh colored, and an Indiana sand used for making beer bottles is drab, because of a coating of clay on each of the colorless quartz grains.

Most of the glass sand produced in this country is obtained by crushing soft, crumbly sandstones; but where power is very cheap it is practicable to produce glass sand by crushing quartzite and vein quartz.

Methods of quarrying and preparing the sand vary somewhat, but in general the quarry face is drilled and shot down with an explosive, and the coarse and fine material is delivered to the mill. If a special quality of sand is desired, selection may be made at the quarry by hand sorting. Large lumps, if very hard, are reduced by a jaw or rotary crusher, but in most places by a less powerful machine, such as a pug mill or muller or a crusher consisting of many heavy hammers revolving rapidly.

Washing the crushed sand is done by two common methods. By one method the sand is carried first upward by a screw conveyor through a long, narrow, inclined box against a descending stream of water, and then downward in a narrow chute by a second stream of water. This process is repeated three or four times, after which the sand is spilled on a belt conveyor and carried to the draining piles. Another method of washing is by settling tanks. A stream of sand and water is discharged into a tank, where the sand settles and impurities are drained off. Sand washed by this method may be left in the last tank to drain, or it may be carried to a draining pile. Sand carried away by the wash water in either process is caught in settling ponds or yards outside the mill and may be used for the various purposes to which a fine-grained silica sand is adapted.

After draining for several hours, or days, the sand is dried, either rapidly in rotary cylindrical driers heated by gas from coke or other smokeless fuel, or slowly by settling through coils of steam pipes, and is then screened and put in stock bins. Glass sand is shipped in bulk in box cars, which are lined with paper to prevent leakage.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, FEB. 14, 1918.

UNREASONABLE BUYERS.

THE manufacturers of pottery and glass have seen times when there was but little business to be had, while expenses piled up and money was hard to get. Just now they have worries of a different kind, and worse than they ever knew. It is no longer a question of looking for customers; neither is there lack of money. What they do lack is materials to make goods and transportation to take them away when made.

The foreign manufacturers are handicapped in the same way, and have the additional obstacle of ocean risk between them and their American representatives.

The retailers groan in spirit as they see opportunities for making money slip by because they cannot get goods to sell.

And yet, as a rule, everyone is patient, and submits to the exigencies of the times with a commendable equanimity.

But once in a while there are individuals who either will not or cannot understand. They give an order, and want definite promises as to when the goods will be shipped. They are not satisfied with the assurance that everything will be done to get the order through. When the difficulties of obtaining raw materials, of labor shortage, of railroad congestion, are explained they ask if a special effort can't be made to produce their goods. Leaving with such a promise, they wait about half the time ordinarily required to make and ship any kind of ware and then begin to send letters and

telegrams. They telephone to or make personal calls upon the agent or the factory day after day, under the impression that by this constant urging they will expedite the work. They do not seem to apprehend that the manufacturer is just as anxious to get the order filled as they are—that no man holds up goods if he can help it.

Fortunately, the number in this class is comparatively small. The average dealer sizes up to the national standard, and waits patiently.

"DON'T TRAVEL; TALK!"

A WELL-KNOWN traveling salesman has recently been making appointments with buyers by telephone, asking them to visit him at his hotel.

At first there was some objection, on the score that if the salesman wanted to see the buyer he should do the calling; but it did not take long to convince the buyer that he would thus save his own time, to say nothing of the salesman's. Otherwise the latter might spend an hour going and coming, and another half hour in conversation. Then the buyer might be busy, or perhaps not in need of anything in the caller's line. In any event his time would be taken up, to little or no purpose.

When buyers realize conditions they readily accede. In these busy days anything that will save time is desirable.

TO CUT IMPORTS OF LUXURIES.

THE proclamation of President Wilson, to be issued next Monday, putting the country's entire foreign trade under license is expected to be followed immediately by the institution of a system of control.

The Bureau of Foreign and Domestic Commerce, the Shipping and War Trade Boards will co-operate in the work.

Extension of the present partial control of imports to all purchases of foreign goods will raise again the old questions of so-called essentials and non-essentials. Many luxuries will of course be cut down; but just what is a nice question to decide.

While control of imports will injure some businesses, it is said authoritatively that there is no intention of needlessly harming foreign trade. Where curtailment of imports would affect any industry disastrously, representatives of the trade will get a hearing.

One important result of the licensing system is expected to be an impetus to the building of ships, especially by neutrals. As America is the dominant factor in commerce to-day, trade restrictions imposed by this country will have far-reaching influence, and will

compel construction of ships elsewhere as tonnage space grows more and more valuable.

DIFFICULT, PERHAPS; BUT NOT IMPOSSIBLE.

ONE of the great drawbacks to getting coal into New York city has been the ice in the North River. For a time the wind persistently blew from the west and north, piling up huge fields in the slips on the New York side, and thereby preventing barges and scows from landing. Almost all the ships load on the New York side, while the coal all comes to the New Jersey shore. At one time nearly two hundred vessels loaded with stores and ammunition were awaiting coal, and a number of transports were held up for the same reason.

Why is it that nobody among the wiseacres in Washington ever thought of taking the ships over to the New Jersey side? If they could not get the coal to the ships, why did they not take the ships to the coal? Lack of piers? Well, what was to hinder loading from the barges on that side of the river, just as they do on this?

PERSONAL.

BESIDES being a progressive crockery merchant, Geo. W. Kinney is an unusually patriotic citizen in both national and civic matters. He has been president of the Cleveland (O.) Chamber of Commerce and president of the Manufacturers' and Wholesalers' Board of Trade, which is an adjunct of the former body. A delegation from this organization has made trips South among business men, and last week started to visit the various cantonments in that section. Mr. Kinney, who is much interested in the work, will be gone about two weeks.

Harry Bortz, traveling representative for A. H. Heisey in New York State and Pennsylvania, has enlisted in the 310th Field Artillery, and is now stationed at Camp Meade, Md.

A. R. von Colson, who formerly traveled through the South for the J. D. Bergen Co., Meriden, Conn., is now covering the same territory for the Krantz & Sell Co., Honesdale, Pa., taking the place of Albert Krantz, who is now in the service as a member of the Engineer Corps.

A severe hemorrhage made an ordinarily slight operation on the throat rather serious for Robert D. Miller, second son of John J. Miller, last Monday at the Presbyterian Hospital, Newark, N. J. He remained

at the institution until Thursday, since when he has been at home regaining his strength.

D. Saunders, formerly salesman for E. L. Bates, has engaged with the Lilly Cut Glass Co., Catskill, N. Y., to represent the concern in New York City and vicinity.

Leo Himmelstern departed last Friday for home with the expectation of making a number of stops en route to San Francisco.

Herbert Ailes, treasurer of the H. C. Fry and Beaver Valley glass companies, was a visitor in New York the latter half of last week, and while here called at the salesroom of Frederick Skelton.

S. P. Gray, buyer for the Block & Kuhl Co., Peoria, Ill., left for home last Tuesday after spending ten days here making purchases.

A. L. Osborne, of Kinney & Levan, Cleveland, was in New York last week for the first time in three years, and received a cordial welcome on all sides. Mr. Osborne is a thorough crockery man, genial in manner, and with an engaging personality.

Mr. Halbach, of Halbach & Schroeder, Quincy, Ill., was in town last week buying a stock of china and glassware for a new department which they will open June 1. He left for home Wednesday, but expects to return a little later.

E. P. Boland, formerly buyer for Mabley & Carew, Cincinnati, has left the crockery trade with a view of going into another line. Strong influences are being exerted to make him reconsider his plans.

F. W. Ebeling and Wm. Reuss, of Ebeling & Reuss, Philadelphia, were in town on Wednesday calling on E. L. Bates, who handles their cut glass line in the local market.

R. E. L. Wells is back from his annual trip through the country for L. Straus & Sons. He found a good demand for china and glass, and believes there will be strong business all the year.

Among the visitors in town last week were Wm. B. Howell, of Pitkin & Brooks, Chicago; Geo. A. Stuart, of Mitchell, Woodbury Co., Boston; J. H. Fresch, of John Chandlee, Sons & Co., Baltimore; Geo. H. Bowman, of Geo. H. Bowman Co., Cleveland; Joseph

Fisher, of Fisher, Bruce & Co., Philadelphia; S. S. Brinsmaid, of Brinsmaid & Co., Des Moines, Ia., Chas. S. Dennis, Chicago.



J. H. Dereich, of the Pittsburgh Lamp, Brass and Glass Co.'s sales staff, arrived in the city on Monday with H. A. Ross, sales manager, to take charge of the factory's exhibit at the Hardware Exposition being held at Madison Square Garden this week.



The china and glassware departments of both Ludwig Baumann & Co.'s stores are now in charge of Felix Kohn, formerly buyer for the Palais Royal, Washington, D. C., who assumed the position last week.



Mrs. Ethel Durston Haynes, buyer for the china department of the T. S. Martin Co., Sioux City, is registered at the Breslin. You have only to meet her once to want to see her often. In addition to a charming and vivacious personality she possesses business acumen and a knowledge of what to buy.



Louis Reizenstein is getting to be a regular commuter between Pittsburgh and New York.



F. J. Heinecke, with the W. T. Duker Co., Quincy, Ill., has been in town all the week. He says business is very good in his section.



F. C. Schlueter, buyer for the S. & J. Gump Co., San Francisco, writes that he expects to be in New York about February 17 to place orders. He will be welcomed for his own sake as well as the popular house he represents.



M. C. Lannon, head of J. M. & W. Westwater Co., Columbus, O., was in town this week placing orders. Mr. Lannon started in as a boy with the house over thirty years ago, and now is at the very top. He will return home the last of this week or the first of next. In the meantime he is registered at the Wolcott.



The announcement of the arrival of a future pottery manufacturer was received this week by H. Benedikt from Frank P. Judge, secretary of the National China Co., Salineville, O., who says Thomas Gerard Judge is the greatest baby in the country. Knowing his father, we are quite willing to believe it.



J. Q. Adams, buyer for the W. G. Reynolds Co., Burlington, Vt., has the reputation of being one of the most capable men in the business. Since September, when he took charge, he has run 'way ahead of last year's record in sales. His Christmas business de-

pleted stocks to such a degree that he has been kept on the anxious seat for goods ever since. He will be at the Murray Hill Hotel until Saturday, when he leaves for home.

THE TALE OF TWO SALESMEN.

THERE was nothing to choose between Bill and John. Both were clean-cut, reliable chaps; both were good salesmen, and, better still, hard workers.

Bill got a position with a good house making a good line of merchandise. The house took pains to teach Bill just how to sell its product, provided him with a nice engraved business card, patted him on the back and told him to go to it.

The first place Bill went the buyer said, "Nothing doing." In the second office the red-headed girl behind the glass peep-hole brought back Bill's card and said, "He doesn't want anything to-day." The third man said he was too busy to talk, and the fourth said, "Come around next month."

All Bill got that day for his work was about twenty different kinds of reasons why he and his line weren't wanted.

John got a position as salesman with a house whose line wasn't a bit better than Bill's line. His salesman-ager, however, knew that his advertising matter could make fifty calls cheaper than a salesman could make one, and that through the press his story would reach thousands of busy purchasers. He also knew that his advertising could do a good part of the missionary work ahead of his salesman's call.

So John had some direct inquiries from people in his territory to work on. Many places where he called he came at his prospect's request. In others he found receptive listeners because his prospects had already been interested by his firm's advertising.

Doors that were closed to Bill swung open to John. John made sales—Bill only made calls. John had orders to show for his work. Bill had time-worn excuses to turn in to the office.

WHAT DO YOU KNOW?

THE position you attain before you are twenty-five years old is of no particular credit to you. You gained that simply on the education your parents gave you—education that cost you no sacrifice.

But the progress you make in the world after twenty-five—that is progress that you must make by educating yourself. It will be in proportion to the amount of study you give to your work in excess of the amount the other man gives.

"As a rule," said Disraeli, "the most successful man in life is the man who has the most information."



THE METROPOLITAN MARKET

POINTERS FOR BUYERS

JAPANESE DINNERWARE.

The trade have long looked to the Tajimi Co., 597 Broadway, for distinctive novelties of every character in china, pottery, bronzes, lamps, baskets, toys, etc., and judging from their rather recent entry into the dinnerware field they will soon make a reputation in this line as well. Late last season they brought out a line of considerable size in a choice collection of patterns strictly for import. It met with such success that the firm decided upon stocking the most popular patterns for ready delivery, thus giving their customers advantage of the opportunity to fill in their stocks without having to wait for the goods to come from Japan. The patterns are all good, most of them following the style of decoration employed in the best European designs. There is the ever-popular gold band and line, all-over treatments, broken borders, conventional borders, etc. An idea of the varied quality of this line may be had by turning to their advertisement on another page of this issue.

WILL MEET WITH IMMEDIATE SUCCESS.

The various new patterns in dinnerware brought out by the Knowles, Taylor & Knowles Co. this season add materially to the attractiveness of the line at the showroom of the E. W. Hammond Co., New York agents, 10 West Twenty-third street. New arrangements in decorative styles and novel color combinations at once stamp the collection of designs as possessing more than ordinary artistic qualities. They are of just the type that will meet with immediate success with the retailer.

WHITE ENAMELED AND LACQUER TRAYS.

A line that is attracting special attention at the salesroom of the Japanese importing firm of Salinger, Magnus & Soules, 920 Broadway, is a large assortment of trays featuring the very salable gold star and white enamel styles in oblong and round shapes in a full

range of sizes. The concern emphasizes the fact to their customers that they are not "just trays," but the high grade, hot-water-resisting kind that invariably give entire satisfaction to the user. Trays of this character were formerly procured from Germany, and it will be welcome news to the trade to know that they have been so successfully duplicated by the Japanese. Another interesting feature of the display is seen in an excellent showing of lacquered trays containing a new and very practical idea in a metal edge which prevents the lacquer from breaking or chipping.

ARTISTICALLY ORNAMENTED GLASSWARE.

The dealer who fails to meet his requirements among the beautiful and diversified display of needle and deep plate etchings, light cuttings and gold incrustations shown by A. P. Doctor, New York representative for the Central Glass Works, at his salesroom in the Albermarle Building, Twenty-fourth street and Broadway, would indeed be difficult to please. The factory has sent him many beautiful conceptions in each type of decorative treatment. The new effects in etchings present such refreshing ideas that they elicit appreciation from everybody.

TASTEFUL CUT GLASS DESIGNS.

A. J. Fondeville & Co. are showing full lines of cut glass from the Frontier Cut Glass Co. The designs show much taste, and the work is well executed.

ENGLISH DINNERWARE.

Ed. B. Dickinson is carrying in stock in New York five open stock dinnerware patterns from Booths, Ltd., England. They are named "Springtime," "Stratford," "Chester," "Chatsworth" and "Chelsea." They are high class goods in every respect, beautiful in design and coloring, on a body and glaze that are exceptional. Besides these Mr. Dickinson shows many other patterns for import, together with a very handsome display of cut

glass. There are so many good things in the exhibit that it would be invidious to single out one or two. The proper thing for a buyer to do is call and see them all.

GOOD DOMESTIC DINNERWARE.

E. A. Unger is showing full lines of open stock dinnerware from the East Liverpool Potteries Co. The designs and colorings are excellent. One of the best shows Dresden roses between black lines, the flowers being separated by a small device in a checkerboard effect. The others are equally attractive, though in more delicate colorings. The line has met the approbation of buyers wherever it has been shown.

NOW TO BE SEEN HERE.

Cox & Lafferty have taken the New York agency for the lines of English dinnerware and specialties from the Kinney & Levan Co., Cleveland. This is a connection that will bring big results for both of them. Cox & Lafferty are live wires, and Kinney & Levan are big and progressive.

SEMI-CUT GLASSWARE.

Thomas G. Jones, New York representative for the McKee Glass Co., is showing a new treatment in a pressed cut pattern that presents one of the most original ideas yet brought out in a semi-cut design. It consists of a deep stone engraved or cut fruit pattern in conjunction with a mitre cutting on a clever paneled-style shape, the panels alternating with perhaps a pear design or fruit cluster and a narrower panel of the mitre treatment. The effect is one of unusual attractiveness. Additions to the already popular No. 410 semi-cut line are also attracting attention in such articles as a footed rose bowl, three-peg nappy and ice tub.

DAINTY FRENCH CHINA.

The New York office of Wm. Guerin & Co. is in receipt of a lot of new samples from the factory, consisting of beautiful service plates varying from low-priced up to some very expensive ones. There are some beautiful encrustations on dinnerware in gold, colors, and combinations of both; also a large number of pretty border patterns. From the Pouyat factory come some unusual designs in lace effects. These are in white and gold and also in combinations of color and gold. A very pretty one has a panel with raised enamels. All are shown in dinnerware and fancy short lines. Altogether the display is one of the richest and best they have made in a long time, notwithstanding the reasonable prices.

POTTERY FIRE AT NEWELL, W. VA.

FIRE of mysterious origin partially destroyed the plant of the Kenilworth Tile Co., at Newell, W. Va., late last Friday night. The factory is located just

east of the Edwin M. Knowles China Co. Loss, about \$30,000.

BOSTON BUSINESS NOTES.

THE stock of F. Vorenberg & Co. was damaged by fire this week to the extent of \$25,000 or more. The blaze started in the basement and burned up through the first floor in one or two places. Smoke and water caused havoc among the china and glass goods on the counters. The Gilchrist Co.'s stock rooms on the third and fourth floors also suffered some damage from smoke.

An inheritance tax amounting to more than \$100,000 must be paid by the estate of Edward J. Mitton, of Brookline, late president of the Jordan-Marsh Co., according to a Supreme Court decision.

Department and other stores have been having considerable trouble trying to arrange their opening and closing times so as to meet the demands of the fuel administrator and the transportation needs—a serious problem in Boston, with its immense commuting population living in the suburbs and working in Boston. The matter appears to have been adjusted satisfactorily by opening fifteen minutes earlier, at 8:45, and closing fifteen minutes earlier, at 5:45.

Jones, McDuffee & Stratton Co.'s 1918 tile calendars have just arrived, late because of unavoidable delay in transportation, but none the less welcome to those in the trade and hundreds of Bostonians who have come to look upon them as annual "events." The calendars are produced at the pottery of Josiah Wedgwood & Sons in England, and each year a new design is used. The present one has a picture of Boston Light, the first lighthouse built in America, and lighted for the first time on Sept. 14, 1716. With the tiles came one of the largest shipments of English semi-porcelain and china ever landed by the Jones, McDuffee & Stratton Co.

Judge Morton in the United States District Court this week issued an order relative to bankruptcy practice which is of interest to everyone in the crockery trade:

"At or before the final closing of each case in bankruptcy there shall be prepared by the trustee, under the direction of the referee, and mailed by the referee, or under his direction, to each creditor whose claim has been allowed, a concise summary of the trustee's accounts showing in a general way the source and amounts of all receipts and the character and amounts of all disbursements; and the referee shall be allowed and paid the expenses incurred in carrying out this order, which expenses are hereby determined and fixed at the actual cost of printing, and, if said summary be not incorporated in or sent with some other notice required by law, the compensation heretofore established for notices to creditors."



What the Potteries are Doing.

East Liverpool and Vicinity

The freight situation is critical. Nothing is being accepted for the East. No relief from existing conditions is in sight. Pottery manu-

facturers asking for even one car are being turned down flat by the Priority Board.

While there is an embargo on all ordinary business freight, the Government is looking out for itself, and orders shipments. This week five carloads of dinnerware were sent on their way for the use of the army.

Fear of a flood in the Ohio River has caused pottery manufacturers whose plants overlook that waterway to lease warehouse space in sections out of the flood zone in order to store packages and casks that have been packed and marked for shipping. All the river potteries have hundreds of such packages waiting.

It has been discovered here that the Pennsylvania Railroad Co., in accepting less than carlot shipments, will load a car of packages for Chicago and Cincinnati from their own freight platform. The pottery manufacturers are not permitted to do so. "This looks like a squeeze play to me," was the comment of one manufacturer.

Among buyers visiting the district are A. M. Zimmerman, with Frank A. Empsall & Co., Watertown, N. Y.; Mr. McCampbell, with Long & Lewis Hardware Co., Bessemer, Ala.; Mr. Hanson, with Younker Bros., Des Moines, Iowa.

Fire destroyed the plant of the Adamany Electric Porcelain Co. here early last Thursday morning, causing a loss estimated at \$75,000 and cremating two workmen. An explosion is said to have been the cause. The plant is located across the railroad from the West End pottery, which fortunately escaped even a scorching.

The Sterling China Co., which recently started op-

erations here, has increased its capacity to two kilns of vitrified hotel ware specials weekly. Another kiln will be added as soon as possible.

Charles Israel, formerly a cut glass salesman, is now on the road for the Carrollton Pottery Co., succeeding A. P. McPherson, who is now said to be interested in the formation of a company to erect a pottery in the vicinity of Paducah, Ky.

It is not likely that any salesmen will leave the pottery district until after some improvement in the railroad situation is shown. The slapping on of embargoes almost daily is working a hardship not only on manufacturers, but buyers as well.

In comparing records of shipments for January, 1917, with those of January, 1918, one plant here showed shipments a year ago of close to \$70,000, and for January of this year just a little over \$8,000. During the first five days of this month this particular plant did not ship a dollar's worth. Shipping records at all other potteries here are on the same scale.

More bisque kilns are being fired with coal than for many years. There has been some relief within the last few weeks in the receipt of that fuel.

"We are having just as much trouble getting coal with which to fire kilns as the East Liverpool manufacturers are having in obtaining gas," said F. P. Judge, of the National China Co., Salineville.

A new uniform list for jigging and dishmaking has become effective in all potteries manufacturing chinaware. No plants in this immediate vicinity are concerned in this wage increase, however, as no hotel china is made hereabouts. The increased prices, which were granted at a conference between china manufacturers and representatives of the Brotherhood of Operative Potters last fall, amount to 27½ per cent plusage.

EXPORT LICENSES VALID FOR NINETY DAYS.

THE War Trade Board has announced that all export licenses issued on and after January 22, 1918, shall be valid for a period of ninety days except in the case of special commodities, where a different period is specifically prescribed or allowed. Heretofore the term of an ordinary export license has been sixty days from the date of issuance, and the new ruling has been adopted in order to aid manufacturers who contract for future delivery, and to avoid congestion at ports of exit, due to the expiration of export licenses pending shipment and the delay involved in obtaining new licenses or extensions of the originals.

No extensions whatsoever of the new ninety-day licenses will be granted. If it becomes evident that goods can not be shipped during the term of the license a new application should be filed in ample time, stating the probable date of shipment. In such cases the original license should not be returned with the new application, but should be held until it has expired. Extensions of licenses issued on or before January 21, 1918, will be granted as heretofore.

It is announced that the Bureau of Exports has discretion to grant licenses valid for a period not exceeding six months in cases where the article to be exported must be specially manufactured and there is satisfactory evidence that more than ninety days are required for its manufacture and shipment. No extensions whatsoever of these licenses will be granted, and in case of expiration before shipment a new license must be applied for.

WAR SAVINGS STAMPS.

WAR Savings Stamps mark an epoch in our national life."—Secretary of the Treasury McAdoo.

Many a successful business man has said that the saving of his first dollar was the most important single act of his life; that it marked the beginning of a habit and a course of conduct to which he attributed his success.

Something very analogous to this, it is believed, is going to be the effect on the American Nation of the War-Savings campaign. Not only are millions of individual citizens going to begin to save, but this habit of economy and saving is going to be a collective movement, a movement not of individuals alone but of the Nation.

The habit of saving formed now has a deeper incentive than ordinary. We are saving now not alone for selfish reasons, we are saving now from patriotism, saving not alone for ourselves but for our country. The combination of patriotism and thrift is, indeed, going to make the War Savings campaign an epoch in our national life. It is not only going to be a thing of tremendous benefit to millions of citizens, it is going to be a thing of tremendous advantage to the Nation as a whole, and affect our whole

national life. It marks the beginning of a new era in American life, an era of economy, good sense, and patriotism.

The sales agencies since the opening of the thrift campaign have been doing a big business in New York City. Both rich and poor have begun to get the habit of purchasing thrift stamps.

When this war is over there is going to be a general rush on the part of the public to do a lot of buying which has been postponed on account of war economies. By that time Uncle Sam will be ready to hand back the cash that is being lent him now. Consequently every holder of war savings stamps will have ready cash on hand for spending purposes. Not alone that but he will receive the cash with interest at 4 per cent., which will enable him to go even a little further in post war shopping.

At 51 Chambers Street, the Emigrant Industrial Savings Bank Building, Frederic W. Allen, director of the War Savings Committee in New York City, has gathered about him a force of 100 persons whose daily task is to spread the gospel "Save and Serve." The end sought in teaching the economy lesson to New York's population is to raise \$100,000,000 for Uncle Sam's war chest. It is to bring into line against the enemy every "slacker dollar" available.

The men who are working for this end are backed by a committee of New York's leaders in every walk of life. The slogan "Save and Serve" has been adopted by the War Savings Committee not as an empty phrase but as a doctrine which every man, woman and child must live up to for the nation's success.

The theory is that no one is so meagerly endowed with worldly goods that he cannot lay by twenty-five cents. These quarters are the foundation of the War Savings Loan which is to raise \$2,000,000,000 throughout the nation. With his quarter anyone can go to the nearest post office, bank or other authorized Government agency and buy a thrift stamp. He can even have the postman bring it to his home.

With the thrift stamp comes a thrift card marked with sixteen spaces for similar stamps. These sixteen stamps represent an outlay of \$4. When twelve cents in cash is added to this it is exchanged for a war savings stamp, the value of which is \$5, payable Jan. 1, 1923. It means that \$4.12 is invested at 4 per cent. interest.

After the first war savings stamp has been acquired the investor may begin all over again accumulating thrift stamps on the twenty-five cent installment plan until he has sufficient to get another war savings stamp. This process is continued until twenty war savings stamps have been accumulated.

With the war savings stamp a war savings certificate is furnished in which to paste the stamp. When twenty of these have been accumulated the certificate repre-

Continued on page 26.



sents an investment of \$82.40. This will be redeemed for \$100 by the United States Treasury in five years.

HOUSEFURNISHINGS AT HARDWARE SHOW.

THE Hardware Exposition in progress at Madison Square Garden contains many exhibits of interest to the housefurnishings buyer.

Prominent among the exhibitors is the Pittsburgh Lamp, Brass and Glass Co., who are showing a line of oil heaters, fire extinguishers, oil lamps and electric and gas portables. The display is in charge of H. A. Ross, sales manager for the concern, assisted by J. H. Dereich, of the factory staff, and Charles Kraft, manager of the New York office.

A large space is devoted to the display of Butler Bros., who show a big assortment of housefurnishing specialties and portable lamps.

"Pyrex" cooking glassware is the feature of another exhibit.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

FOR SALE.

UP-TO-DATE mahogany-finished mirror-covered fixtures. Can be seen at 25 West Twenty-third Street, New York. LAUREL CUT GLASS CO.

FRONTIER CUT GLASS CO., Inc.,

BUFFALO, N. Y.

Full line of 1918 Novelties and Specials
at new showrooms of

A. J. FONDEVILLE & CO.,

EASTERN AGENTS,

85 Fifth Avenue, New York City.

New Designs, both in Shapes and Patterns, are now ready at the showrooms of

JOHN DAVISON, Inc.

WHO IS SOLE AGENT FOR

The Coalport China Co., Ltd.,

Geo. Jones & Sons, Ltd.,

F. Winkle & Co., Ltd.,

Adderley's, Ltd.,

W. Moorcroft, Ltd.,

Stevens & Williams, Ltd.,

"Rock Crystal."

ALL MAKERS IN THE FRONT RANK OF ENGLISH PRODUCTIONS.

14 Barclay St., New York City.

CROCKERY and GLASS JOURNAL

NEW YORK, FEB. 21, 1918.

CONDITION OF TRADE.

Dealers were much rejoiced by the partial lifting of the embargo on freights from the West last week. Several carloads of both crockery and glass were delivered in New York, and there is every reason to believe that from now on freight will move more freely. The yards at Pittsburgh have been cleared, and much of the ware that was piled up in the streets of East Liverpool has been moved.

The condition of trade in New York is still puzzling. With a large number of buyers in town there is not the usual amount of buying, except for English wares. It is naturally asked, What is the use of piling orders on orders when so many goods are yet to be delivered? But there is every reason why orders should be given. It will take about as long to produce goods ordered now as it has to make those ordered previously. The shortage grows every day. A year ago there was a deficit of \$30,000,000 worth of crockery and \$9,000,000 worth of glass. Now we are \$40,000,000 behind on the one, and about \$10,000,000 on the other. The demand is just about as good as ever, and, strange to say, high-priced goods are called for in as large proportions.

Retail trade, taken as a whole throughout the country, is fully up to the mark. There are isolated localities where it is a little behind. New York city is a case in point. Up to date, owing to climatic conditions, retail buying has not been as good as expected. It improved greatly during the few days that the weather was warmer, and will no doubt grow better

right along. It is not because of lack of means that New York trade was quiet. There has been a lot of money made in this town since the war began. The laboring classes are getting outrageously high wages, and no man or woman able to work need be out of a job. In fact, labor everywhere is more than well paid. Wages have increased faster than the cost of living, and in nearly every branch of industry the workers are demanding more. In the West and South not only is labor well employed at good wages, but the farmers, miners and producers everywhere are getting lots of money. The people were never so well off; and, as we are a spending nation, business will continue to be good everywhere and in everything, including crockery and glassware.

East Liverpool and Vicinity

A very decided improvement in the business situation has developed within the last ten days as a result of the lifting of railroad embargoes. Thousands of packages, held here for many months, have been started forward, and new business is coming in. Production is being increased, the moderating weather permitting the regular firing of kilns, and the market is rapidly assuming a normal state.

Pittsburgh and Vicinity

Orders are not as plentiful as glass manufacturers would like to see. The demand for staples is slow. Cut and etched ware is showing some activity. The improvement in shipping is allow-

ing a lot of back business to be cleared from the files, and salesmen who have been at the home offices are now arranging to go on the road.

BASS GOODS MEN ORGANIZE FOR WAR.

THE Brass Goods Manufacturers' section of the Hardware Manufacturers' Organization for War Service will hold its first convention in the Assembly Room of The Merchants' Association of New York on February 28. More than 250 brass manufacturers from all sections of the country have been invited to attend.

All of the associations in the hardware industry are in process of federation so as to create a co-ordinated mobile army of the manufacturers of hardware, housewares, mill supplies, tools, machinery and kindred industries.

It is a strictly democratic organization, in which no unit loses its identity nor the control of its internal affairs.

The plan of the organization has been carefully worked out on broad and sound principles and has received the approval of the authorities at Washington.

POTTERY EXHIBIT AT TRENTON.

INTERESTING and highly educational demonstrations in potting are being given at the New Jersey State Museum in connection with the exhibition of the clay products of the State, including pottery, Belleek, china, mosaic and tile, sanitary ware, bricks, crucibles, electrical supplies, hollow tile, etc. Each exhibit shows the process of manufacture as well as the finished product. The raw clays found in the State, their appearance when fired, various methods of testing them, and different processes of decoration, such as overglaze and underglaze, are shown.

Demonstrations of primitive pottery-making, coiling, turning on the wheel, casting in molds, are given, and a modern jigger machine is in operation. These are held from two to five o'clock Thursday, Friday and Saturday of each week during the month.

The demonstrations are given by Albert J. Collison, who is employed at the Keystone Pottery Co. Mr. Collison was a student at the School of Industrial Arts for five years and has made many handsome pieces, including bowls, vases and heads. The process of making different clay articles is shown as each new invention is added, up to the modern process.

Many beautiful articles are exhibited, including rare pieces of Belleek from the Lenox concern, a unique lamp and several charming vases from the Fulper Pottery Co., of Flemington, and exhibits from the Mueller

Mosaic Co., Sayre & Fisher, Sayreville; Mercer Pottery Co., Maddock Pottery Co., Keystone Pottery Co., and Star Porcelain Co.

One of the unusual features of the exhibit is a miniature bathroom, entirely equipped with all modern appliances, to illustrate the use of porcelain. This was contributed by Thomas Maddock & Sons.

AS CHEERFUL AS HIS NAMESAKE.

IN an interview at Pittsburgh a few days ago, Samuel A. Weller, head of the well-known art pottery at Zanesville, O., said: "Apprehension in some quarters as to the economic effect the end of the war will have in the United States is wholly unjustifiable. If all the business people in the United States would look upon the inevitable post-bellum period of readjustment with the same optimism as I find in Pittsburgh there would be no retrenching after the war, but a general improvement in our economics, and a resultant prosperity the scope of which we now little dream. I find no apprehension in Pittsburgh. Bankers and business men are determined that business shall go right ahead—and become more extensive. We all know there will be a general readjustment of things after the war, and business men will be conservative during that period—observing the effects, as it were; but they must not be conservative to the extent of hurting themselves and the commerce of the country. I have talked with many representative business men lately, and the consensus of opinion among them is that our domestic affairs will expand in a way that will be unprecedented in the history of the United States. Our export trade will extend into countries heretofore little or not at all dealt with.

"We need the same fighting spirit in business and finance as those boys of ours in France are now showing; we need business enthusiasm—an enthusiasm invulnerable to the whims and complaints of the ever-ready pessimist. With that, America is bound to be the most prosperous country on earth."

FOR BASEBALL "OVER THERE."

NO amusement that can be provided for the boys at the front will gratify them more than baseball, and to furnish bats and balls an organization has been formed known as the Clark W. Griffiths Fund. The crockery, glass and allied trades are appealed to for contributions, and Joseph W. Hurd, of the W. S. Pitcairn Corporation, who is chairman of the committee, will receive and forward them. So far the trades have responded nobly to every call, and they will not fail on this. Already more than \$200 has been subscribed.



CUT GLASS THAT SELLS.

Straus Cut Glass is a name to conjure with. It has a reputation perhaps best expressed by the term "straight goods." Every care possible is exercised to produce well-cut, well-finished ware, only high grade blanks and skilled workmen being employed. A large stock is carried, insuring prompt deliveries—a matter of moment in these days of detention and waiting. Try an assortment! The result will possibly astonish you.

ORIENTAL GOODS.

One extra floor and what practically amounts to another by the extension of a large balcony over the main floor now give Mogi, Momonoi & Co., 105 East Sixteenth street, one of the largest salesrooms devoted to Japanese goods in the city. With the space taken over they now occupy the first, second, and third floors, together with the basement. The floor just acquired has been divided for use as a stock room and for the exhibit of import samples. For immediate delivery they have a greatly-enlarged and attractive stock of china, pottery, baskets, lamps, shades, lacquered trays and boxes, toys, artificial flowers, bronze and other ornaments, many clever ideas and designs giving them an air of distinction all their own. The new part of the balcony is used as an art department, where is shown an assortment of carved ivories, furniture, bronzes, artificial flowers, etc.

FINE DOMESTIC DINNERWARE.

A new assortment of samples just received by H. Benedikt from the National China Co. are proving of exceptional interest at his salesroom, 7 West Twenty-second street. This factory has long enjoyed the reputation of turning out an excellent quality of ware, but the new line is better than anything it has yet done. The ware is extremely satisfying, being light of body and fine texture, while the designs offer something suitable to every taste on the practical and very grace-

ful "Superior" shape. Special mention should be made of the new matt coin gold treatments, which are destined to meet with instant approval.

CAST DINNERWARE.

The Crooksville China Co. has sent A. H. Hays, 16 West Twenty-third street, a beautiful new dinnerware pattern made by the casting process. The improvement over the old-style method of sticking on the handles is certain of winning instant appreciation, while the fine light body and excellent quality of glaze are deserving of special praise. The design which serves to introduce this interesting innovation for the concern shows a quarter-inch band border in a very rich shade of blue, in which is set at intervals a triple pink rose effect. A gold edge and gold-decorated handles complete what is sure to prove a popular seller.

HIGH-GRADE STEMWARE.

J. H. Venon has a fairly good stock of Swedish high grade stemware ready for immediate delivery. The line includes rock crystal, gold-decorated, cut, engraved, and etched goods.

LASTING DINNERWARE PATTERNS.

Robt. Slimmon & Co., are in receipt of some new open stock dinnerware patterns from Wilkinson's that will rank with anything that pottery has ever turned out. One has a narrow border in a black and white checkerboard effect, broken at intervals with small rose clusters; another a gold border about half an inch wide with a key border superimposed in black, and solid coin gold handles. Both patterns are of the lasting kind, and will grow in favor. They are on the Regent (plain) shape.

SPOONS AS "BACKSHEESH."

C. A. Weidemann is showing among an array of attractive items at the salesroom of the Liberty Cut Glass Works a special value in a whipped cream bowl

on which a light dull floral cutting is employed to excellent advantage. As an added attraction, with every bowl purchased a ladle or spoon is provided without charge. These may be had in plain crystal or crystal stems with colored handles and bowls.

THE "PERSHING."

Patriotic spirit alone would suffice to carry to success the "Pershing," a new cut glass pattern just gotten out by the H. C. Fry Glass Co., although it is fully capable of standing upon its own merits. The dainty floral and mitre cutting has been handled by the concern's designers in a very clever fashion, and is shown on new shapes and items that are exceeding fetching, besides the usual articles found in a line of cut glass. The complete assortment is now on view at the salesroom of C. H. Taylor in the Fifth Avenue Building.

GIVING UP BUSINESS.

HENRY CREANGE, Inc., are retiring from business and will give up their showroom on May 1. For some time they have been quietly disposing of their stock. There are a few things left which buyers would do well to examine.

THE COAL SITUATION IN FRANCE.

BEFORE the war France consumed a total of approximately 65,000,000 tons of coal, of which, in round figures, 41,000,000 tons were of domestic production and 24,000,000 tons were imported from abroad—that is to say, from Great Britain, Germany and Belgium. The monthly consumption in peace times thus amounted to 5,400,000 tons. In 1916 the domestic mines produced only 19,000,000 tons, making the total quantity available for consumption 39,000,000 tons. In November, 1916, a typical month, the French mines produced 1,800,000 tons of coal and the imports amounted to 1,500,000 tons, the available monthly supply being therefore 3,200,000 tons, which represents a deficit, compared with the monthly consumption in 1913, of approximately 40 per cent. It should be noted, however, that the above average for 1913 includes also the summer months, whereas the consumption is necessarily greater in the winter months. The figures for December, 1916, compared with the monthly average of 1913, indicated a diminution of 44 per cent.

The most hopeful sign, pointing to the unlikelihood of a serious coal crisis during the remainder of the present winter, is furnished by the great increase in the domestic production of coal. In October, 1915, the French mines produced 1,700,000 tons; in October, 1916, 1,800,000 tons; in October, 1917, 2,782,000 tons. In

November, 1915, the French coal mines produced 1,500,000 tons; in November, 1916, 1,600,000 tons; and in November, 1917, 2,690,000 tons, or an increase of about 80 per cent in the two years.

It should, of course, be noted that the invaded portions of France contain the principal French coal mines, and that therefore the war has cut off the chief source of supply and has made necessary the more intensive exploitation of the mines in the uninvaded regions.

BUSINESS BRIEFS.

The Metropolitan Five to Fifty Cent Stores, Inc., Buffalo, N. Y., has increased its stock from \$2,000,000 to \$8,000,000.

* *

The Indestructible Doll and Toy Co., Manhattan, has been organized with \$100,000 capital by A. M. Clegg, A. M. Davis and M. London.

*

The Jacob Rosing Co., housewares, Buffalo, N. Y., are dissolving business owing to the fact that the two most active members of the firm have been called to the colors.

* *

The Victor Five, Ten, Twenty-Five Cent Department Store has been incorporated in this city with a capital of \$10,000 by H. K. Siegel, M. H. and M. Wolfson.

* *

The Trego Doll Mfg. Co., manufacturing dolls, toys and novelties, has been incorporated in this city for \$50,000 by Valentine Treat, Ladislaus Rogatsky and Samuel Grossman.

* *

The American Cameo Co., Newark, N. J., has been incorporated to manufacture china, etc., capital \$100,000; incorporators, Louis A. Bergh, J. C. Turnbull and J. E. McIntyre, all of Brooklyn.

* *

A petition in bankruptcy has been filed against the Associated Department Stores, a retail five and ten cent concern at 26 Cortlandt street, this city. The liabilities are said to be about \$15,000 and the assets about \$3,500.

OBITUARY.

GUSTAVE RADER, a manufacturer of clay products, and president of the Gustave Rader Co., died of pneumonia on the 14th inst. at his home in Brooklyn, aged fifty-five.

Max Weil, an old and well-known crockery merchant of New Orleans, died there February 8.

Buyers in Town.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under "Personal, Paragraphs," the following buyers were reported this week:

C H Clark, hf, c, Howland D G Co, Bridgeport, Conn. 404 Fourth ave.
 G L Hooley, hf, g, c, W Hengerer Co, Buffalo. 2 West 37th.
 F E Kelly, c, Rice & Kelly, Pittsfield, Mass. Park ave.
 J Hertzberg, hf, S Kann, Sons & Co, Washington, D C. 432 Fourth ave.
 E Reese, c, g, hf, Reese's Bazaar, Wilkesbarre, Pa. Marseilles.
 E R Hague, t, L H Field Co, Jackson, Mich. Prince George.
 E R Bell, t, C H Almond D G Co, Lynchburg, Va. Longacre.
 E F Cassill, s, Hayden Bros, Omaha. Broztell.
 F Walsh, hf, Strawbridge & Clothier, Philadelphia. 230 Fifth ave.
 M J Toomey, c, hf, Keith, O'Brien Co, Salt Lake City. 116 West 32d.
 W Himsel, t, Emery, Bird, Thayer D G Co, Kansas City. 25 Madison ave.
 E M Krause, c, Cleveland. Herald sq.
 J L Haines, hf, J B White & Co, Augusta, Ga. 23 East 26th.
 E D Stauffer, t, Famous & Barr Co, St Louis. 37 West 26th.
 E H Zeller, t, W Koch Importing Co, Boston. Imperial.
 G A Dahlgren, hf, Rothschild & Co, Chicago. 470 Fourth ave.
 F E Fleischman, hf, c, I Freimuth, Duluth. Algonquin.
 E T Naftel, t, Naftel D G Co, Montgomery, Ala. Continental.
 J W Boston, hf, t, Famous & Barr Co, St Louis. 37 West 26th.
 F Levi, hf, c, t, J Levi & Co, Dubuque. 45 West 34th.
 J L Haines, c, J B White & Co, Augusta, Ga. 25 East 26th.
 J E Lewis, hf, Carson, Pirie, Scott & Co, Chicago. 404 Fourth ave.
 F E Deubert, hf, Montgomery Ward & Co, Chicago. 309 Sixth ave.
 J C Mizer, t, W J Moreland, hf, s, E Malley Co, New Haven, Conn. 105 Grand.
 A E Palmer, t, Olds, Wortman & Kling, Portland, Ore. 432 Fourth ave.
 W T Mitchell, hf, c, g, Duffy, Powers Co, Rochester, N Y. 470 Fourth ave.
 S S Auslander, hf, Uniontown, Pa. Hermitage.

G A Searle, c, g, s, Schuneman & Evans, St Paul. Longacre.
 F J Cuthbertson, c, g, New Haven. Broztell.
 F H Bourne, g, c, Lyman, Lay Co, Kewanee, Ill. Latham.
 J H Rayhill, hf, John Bressmer Co, Springfield, Ill. 44 East 23d.
 C W Schwartz, t, Boggs & Buhl, Pittsburgh. 1140 Broadway.
 G Tichener, c, g, hf, Dils Bros & Co, Parkersburg, W Va. Longacre.
 O Davis, hf, J R Libbey Co, Portland, Me. Imperial.
 H G Chamberlain, t, S F Iszard Co, Elmira, N Y. York.
 M J Donahue, hf, c, Castner, Knott D G Co, Nashville, Tenn. 23 East 26th.
 R S Halladay, t, Herzfeld, Phillipson Co, Milwaukee. 1133 Broadway.
 C R Kenniff, t, A Hamburger & Sons, Los Angeles. 225 Fifth ave.
 F A Monte, c, hf, G Fox & Co, Hartford, Conn. 353 Fourth ave.
 R G Hubbell, Miss J I Mann, g, Marshall Field & Co, Chicago. 1107 Broadway.
 O J Dietsche, t, W Hengerer Co, Buffalo. Breslin.
 L J Miller, c, g, Miller's Fair, Columbus, O. Breslin.
 Gus Bub, s, c, g, hf, B Nugent & Bro, St Louis. 470 Fourth ave.
 John Ling, t, l, c, Mandel Bros, Chicago. 13 East 22d.
 Mr Hirsch, t, Burger D G Co, Birmingham, Ala. 1150 Broadway.
 F R Downey, hf, Gately & Fitzgerald Supply Co, Harrisburg, Pa. Bristol.
 Mr Ballhorn, s, Powers Mercantile Co, Minneapolis. 2 West 37th.
 P W Flanagan, t, M O'Neil Co, Akron, O. 37 West 26th.
 E Ernst, t, H & S Pogue Co, Cincinnati. 116 West 32d.
 A J Kline, hf, Dives, Pomeroy & Stewart, Harrisburg, Pa. 230 Fifth ave.
 C I Smith, hf, t, Brown, Thompson Co, Hartford, Conn. 230 Fifth ave.
 J M Duncan, t, Robertson, Sutherland Co, Lawrence, Mass. 432 Fourth ave.
 L Arnstein, hf, c, g, t, E Schuster & Co, Milwaukee. Prince George.
 C J Weichel, hf, t, E Wren Co, Springfield, O. Woodward.
 I E Fronani, c, g, Woodward & Lothrop, Washington, D C. 234 Fourth ave.
 L Crampon, hf, t, J H C Petersen's Sons, Davenport, Ia. 1133 Broadway.
 T S Matte, hf, Bon Marche, Lowell, Mass. Bristol.

A P Spangler, hf, Bush & Bull, Easton, Pa. Grand.
 E H Thompson, c, Jacksonville, Fla. Martinique.
 L A Janard, t, c, Dupuis Freres, Montreal. Breslin.
 O D Donnelly, t, H L Phillips, hf, W J Pettee & Co, Oklahoma City. 16th street and Irving Place.
 J C Olds, hf, c, s, Olds, Wortman & King, Portland, Ore. 432 Fourth ave.
 M J Valentine, c, Denver, Col.
 Mr Klein, t, Watt & Shand, Lancaster, Pa. 432 Fourth ave.
 Mr Atland, t, James MacLean & Co, York, Pa. 432 Fourth ave.
 T H Merriman, t, The Dayton Co, Minneapolis. 1170 Broadway.
 W H Behringer, c, g, hf, Hess Bros, Allentown, Pa. Broztell.
 G Sommers, c, t, G Sommers & Co, St Paul. 395 Broadway.
 A H Krieger, t, W Hengerer Co, Buffalo, 2 West 37th.
 E M Stevens, hf, Stevens Jobbing Co, Elizabeth City, N C. Grand.
 J L Haines, c, g, hf, J B White & Co, Augusta, Ga. 26 East 26th.
 W Bader, t, Hens & Kelly, Buffalo. 1133 Broadway.
 R A Sanders, hf, Meyer Arnold Co, Greenville, S C. Marlborough.
 J L Lynch, c, g, hf, J Bacon & Sons, Louisville, Ky. 25 East 26th.
 G Gensler, t, Meier & Frank, Portland, Ore. Breslin.
 Sam McGahan, c, g, Katz & Goldsmith, McKeesport and Braddock, Pa. Imperial.
 O Gibson, hf, Marshall Field Co, Chicago, Ill. 1101 Broadway.
 Wm L Percy, c, g, Dobbs, Wey Co, Atlanta, Ga. Woodstock.
 G H Guest, hf, Jordan-Marsh Co, Boston. 432 Fourth ave.
 L Meyer, c, g, Lafayette, La. Woodstock.

ONE OF COBB'S STORIES.

IN the course of the Crockery Board of Trade annual meeting, recently, through the good offices of Lee Kohns the members had the privilege of listening to Irvin S. Cobb on the eve of his departure for the war zone. Mr. Cobb's talk was replete with his peculiarly characteristic humor and included the story of a colored woman who had lost her husband in a railroad accident. The sharp and ready railroad attorney had promptly summoned the sorrowing widow to his office, to which she was accompanied by a lady friend. The lawyer placed before her five hundred dollars in crisp new bills and suggested that all would be hers if she would merely sign her name at the dotted line which he indicated. And she promptly signed. As the bereaved widow gathered up the bright bills her friend asked what she expected to do; to which she replied that she didn't allow to do nuthin' at all while the money lasted. Afterward she might marry. But if she did it sure would be to a railroad man.

GERMANS SCARE NO ONE BUT THE HORSES.

FROM Teddy Greeman, son of Louis W. Greeman, with Morimura Bros., and who is now driving an ambulance somewhere in France, comes a letter of which the following is part:

Well, we are right up at the front again—and we have the best barracks yet. We are in a large private house on the outskirts of a town about the size of Buffalo. We have a room in the attic and a window to watch the air raids from. This place is as famous for its air raids as St. Louis is for beer.

Every clear night Fritz tries for a church, a school or a hospital. If the Germans could distinguish between



TEDDY GREEMAN.

persistency and pig-headedness they might get along. But, as usual, they scare no one but the horses—and even they are getting accustomed to the racket.

Heard that Archie and Quentin Roosevelt are over here and not very far away—also our Plattsburg boss, General Wood. Now, if only T. R. himself came over, and the Government sent you to some point of disembarkation to check up the ham and eggs for the army, we would have mother and Theo go to Paris, and our cup of happiness would be filled.

Mr. Greeman sent a copy of of this letter to the Colonel, and received the following characteristic reply:

MY DEAR COMRADE GREEMAN:

Your letter gives me the very greatest pleasure, and I want to congratulate you and your gallant young son, my namesake. You two are the kind of Americans in whom I believe with all my heart. Each in your persons exemplifies preparedness in advance—just what the nation needs. I hope your boy sees my boys on the other side.

With all good wishes, faithfully your fellow American,
 THEODORE ROOSEVELT.

Mr. Greeman and his son both went to the first officers' training camp at Plattsburg, and it was there that they became acquainted with the sons of Theodore Roosevelt.



Pittsburgh and Vicinity

A number of glass manufacturers are now giving attention to the production of chemical ware, Government as well as domestic requirements being so heavy that additional capacity is a matter of necessity. Before the European war started the production of chemical glassware in the United States was confined to a few shops only, and was not sufficient to exclusively employ a single furnace. Today over ten furnaces are steadily engaged in the making of these lines. Tests have proved that the chemical glass now made in the United States is the best ever used in this or any foreign countries

Bar glassware jobbers look for a falling off in their business during the coming year. There are 142 less applicants for liquor licenses in Allegheny county alone than a year ago.

Plans are now being worked out for the formation of the Parkersburg (W. Va.) Flint Glass Co. by John Godfrey, E. A. Brown and J. W. Brown, of Rochester, Pa. A general line of glassware will be made and the factory will give employment to over 100 operatives.

Harry A. Ross, sales manager for the Pittsburgh Lamp, Brass and Glass Co., who has been spending some time in the Eastern markets, has returned home.

Among visiting buyers were Gus Bub, for B. Nugent & Bro. St. Louis, Mo., and Lee Richards, with Hale Bros., Los Angeles, Cal.

Shipping departments of all factories hereabouts were active during the past ten days rushing packages to freight stations. The shipment of bulk cars from this district East over the Pennsylvania railroad released a lot of merchandise. Less than carlot shipments are now permitted over more routes than two weeks ago, and the situation as a whole shows a decided

improvement. Manufacturers believe that as soon as the goods are received buyers will start to anticipate future requirements, and new business will come in quickly.

Owing to the continued scarcity of metal caps, manufacturers of molasses cans are unable to fill orders for these lines promptly.

Flower vases are having an active sale just now. The jobbing interests have been very liberal buyers of these lines during the last few weeks.

S. R. Frazier, salesman for the United States Glass Co., has left for his first trip over his new territory.

Some manufacturers who have been booking heavy orders for packers' glassware are now fighting shy of new business, their plants having sufficient orders for from two to three months. Orders now on file are for larger quantities than generally placed, and the heavy demand is expected to continue throughout the year.

What effect the export license order will have on American glass manufacturers is hard to determine at present. In normal times considerable glassware from this district has left the Atlantic seaboard.

The United States Glass Co. is now showing a varied line of decorations on its Vitro-Glas line of hotel ware, which is made to resemble china. The decals used show that such a treatment can be employed successfully on glass.

The Owens Bottle Machine Co. is making extensive preparations toward providing for a fuel supply for its Clarksburg, W. Va., plant by leasing gas and oil tracts in the county. According to leases just filed for record, oil and gas rights have been acquired in tracts aggregating 185 acres.

FOUNDED IN 1874.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertise-
ments should have new copy in this office not later than Satur-
day of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, FEB. 21, 1918.

THE Japanese importers are much perturbed at the possible transfer of ships from the Pacific to the Atlantic. Tonnage is scarce enough now, and they are not pleased at the report that seven ships are already booked for the European trade. On the other hand, a prominent importer of Japanese goods, in Washington this week, writes that he has been assured by Government officials that there is no intention of interfering with imports from the "Land of the Rising Sun." This is exceedingly gratifying; but we can't see how the statement fits in with the reported curtailment of carrying capacity on the Pacific.

WILL CHEERFULLY CO-OPERATE.

IN his proclamation requiring all importers and exporters to take out licenses the President gives a list of articles under ban and includes "all earthen, clay, glass sand, and their products."

This not only affects the importers of crockery and glassware, but also the domestic potters, as they use English clays, and a strict enforcement of this law would work havoc with the trade.

But the consensus of opinion is that it is more of a precautionary measure than anything else. Vessels carrying foodstuffs to Europe will want return freights, and as crockery is heavy and desirable as ballast there is a hope that it will not be prohibited. Clay almost invariably comes as ballast.

But if the measure is necessary the trade will cheerfully accept the situation. All other interests must be subordinated to that of winning the war.

COAL CURTAILMENT.

THE Government plan for the conservation of coal to be put in force on April 1 involves the following order of priority—although this is not final, but subject to changes:

Class 1—Railways, food manufacturers and all agencies concerned in maintaining the public health.

Class 2—War supplies plants, preference being given in an order set by the army and navy.

Class 3—Production of goods needed in normal peace times, including wearing apparel, household goods and products necessary to the comfort of the public.

Class 4—Luxuries.

As far as actual curtailment is considered, such curtailment as may be necessary in classes 3 and 4 will be done by the industries through a voluntary agreement. Already a number of industries have agreed to cut down production and save fuel. The last industry to come to such an agreement is the glassmakers. They will cut down about fifty per cent of their output. Fancy glasses and stained glasses and other productions not necessary to the winning of the war will be eliminated by them for the time being.

The Fuel Administration, however, does not consider that there will be any widespread and forced curtailments. It is putting forward every effort to so organize production and distribution of coal that no factories will suffer.

AN ACHIEVEMENT IN ART GLASS.

THE remarkable advance that Jesse Dean, Inc., have made in decorating American glass is a matter for pride that such really beautiful work can be accomplished in this country. There is now on display at 95 Madison avenue a collection of stemware and fancy pieces totally different from anything ever before shown in this city. The designs are absolutely new. Nothing just like them has been seen hitherto. There are gold incrustations, gold and colored jeweled work, new frosted-treatment tinted glass, with and without decorations, and solid colors. No description can convey even the slightest idea of their beauty. Every dealer who buys decorated glass should see this display. They are not cheap goods; but when the work is considered one marvels that they are sold at such low prices.

JUST because a customer acts as if he knew more about your business than you do, don't get excited. Sometimes the man on the side lines sees things the players miss.



Personal Paragraphs.



THE most efficient doorman in New York is undoubtedly "Allan," at Geo. Borgfeldt & Co.'s. It is doubtful if anybody around the place knows his Christian name. At any rate, it is never referred to. His memory for other people's names, together with their faces, is almost uncanny, and naturally he has a host of friends. He has a son named "Winfred." When the daily papers on Monday told of the marriage of Winifred Allen and her sensational flight by aeroplane from Governor's Island to Massapequa many people confounded Winfred Allan with Winifred Allen (now Mrs. Sperry), and the popular doorman was busy making denials for two or three days.



F. C. Schlueter, with S. & G. Gump, San Francisco, arrived in town a day ahead of his schedule.



W. H. Darrah, Chicago representative of the Federal Glass Co., and his wife are in Miami, Fla., where they will sojourn for several months.



H. B. Duncan, head of the Duncan & Miller Glass Co., Washington, Pa., made one of his infrequent visits to New York the latter half of last week to consult with the factory's local representative, Paul Joseph.



A. G. Hallgren, china buyer for Albert Pick & Co., Chicago, is expected in town this week to see what's to be had in the local market. He will stop at the Prince George, as usual.



Alfred B. Evans came home last week from a trip through New England for Meakin & Ridgway. He was the first and only traveler selling English goods to go out, and reaped a harvest.



Varde McFarland, president of the Pacific Importing Co., arrived here last Friday and left again on Wednesday preparatory to his departure for Japan March 14. He only returned from that country late in November. Owing to the company's large interests there he finds it necessary to make frequent visits to the Orient. They control four factories in Japan, the plants making only what he orders. Mr. McFarland impresses one at

once as a man of affairs. Although a young man, he has had large experience, and his genial manner and fine physique give him a very attractive personality. He was much pleased with the New York wareroom, which has been a success from the start under the able management of Messrs. Lowman and Winkler.



Stanley G. Gray, buyer of china and housefurnishings for the Block & Kuhl Co., Peoria, Ill., has, with two other department managers, been taken into the firm. In announcing the fact C. C. Block said: "When we secure a live wire in our organization it is similar to the result when grasping an electrically-charged live wire. We cannot let go. In fact, it is not our wish to let go. Rather, in order to more firmly cement them in their positions in this institution, and at the same time reward them for their achievements, we take them in with us."



T. Momonoi, of the Japanese importing firm of Mogi, Momonoi & Co., and who looks after the factory end of the business, has arrived in Seattle from Japan, and is expected at headquarters in New York shortly.



J. R. McWilliams, of the Lonaconing (Md.) Glass Co., is in town this week, making his headquarters at the salesroom of Major Wm. D. Finke, the factory's New York representative. He is one of the youngest manufacturers in the business, but impresses one as being a man who will make a name for himself in the glass industry.



"Eddie" Hammond has been asked to act as referee at a boxing exhibition to be given by the Rutherford, N. J., Lodge of Elks on March 1 for the benefit of the Red Cross.



Chas. J. Dela Croix, of Dela Croix & Wilcken, is spending this week in Boston showing the H. Northwood Co. samples.



The spirit prevalent among the soldiers at the front is well exemplified in P. Toillot, formerly bookkeeper for A. Gredelue, New York representative of Baccarat. As soon as war was declared he sailed for France and en-

tered the French army as a private. He was badly wounded at the battle of Chemin des Dames and lay in hospital for months. Recovering, he rejoined his regiment, was made a sergeant and given the Croix de Guerre "for gallantry, bravery and coolness under fire."



F. H. Gebhart, treasurer of the Laurel Cut Glass Co., was in New York on Friday of last week "just looking the trade over."



F. J. Cuthbertson, successor to A. F. Wylie, New Haven, Conn., was a buyer in town last week. He carries a fine stock of china and glass, and numbers among his patrons the elite of his city. He is more than ordinarily fitted for this class of trade, having received his training in one of the exclusive shops in New York. His business is prosperous and growing.



R. W. Corey is still at the McAlpin with Mitchell, Woodbury Co.'s samples. His stay there is problematical.



Chas. Christensen, with the Marston Co., San Diego, Cal., is at the Seville. He will be here for three weeks. Mr. Christensen in his younger days had a military experience as an Indian fighter fully as exciting as the boys "over there" are having. He was with Forsythe at Pine Ridge. Out of a company of 400 in that battle only forty-eight came out alive. He relates many interesting experiences of life on the plains.



Conrad Rossner, toy buyer for Schmelzer, Arms & Co., Kansas City, Mo., is in town placing orders. He was formerly with F. A. O. Schwarz, of New York.



Miss Carey, formerly lamp buyer with Mandel Bros., Chicago, is registered at the Wolcott. She is buying for herself, as she will open a shop in the Stevens Building, Chicago, on March 1 under the style of "Miss Carey's French Shop."



James P. Gordon will continue his exhibit of the Jones, McDuffee & Stratton Co. lines at the McAlpin Hotel until March 1.



Bearing in mind the fact that time, tide and trains—sometimes—wait for no man, Guy C. Robinson left his home in the middle of a dinner party to catch a train from Cleveland for New York. An interesting paragraph would state that it was four hours late, during which he paced the platform chewing the bitter cud his imagination called up of the courses he had been compelled to forego. But fate is against our writing an interesting paragraph this morning. The train was

absolutely on time. Notwithstanding his sudden snatching from home comforts, Guy wore his usual genial smile when he arrived here last Friday on business for Kinney & Levan.



S. Sakakibara, with the Tajimi Co., leaves New York March 6 for Seattle, whence he will sail for a five months' stay in Japan overseeing factory production. He has gathered valuable ideas for new merchandise which will be put into execution upon his arrival.



F. Daudt, of the Toledo Star Cut Glass Co. and the Daudt Glass and Crockery Co., Toledo, O., leaves for home Friday after spending nearly a week here.



W. L. Percy, buyer for Dobbs, Wey & Co., Atlanta, Ga., arrived in town this week and is at the Wolcott. He will be here until about the first of March. Business with him is good, his only complaint being the inability to get enough goods.



J. D. Dobbs, who traveled South for Geo. F. Bassett & Co. a year ago, but quit the road on account of ill health, is regaining his old-time vigor, and looks quite all right now.



Wm. Kenner, with Frederick & Nelson, Seattle, arrived in town last week and registered at the Seville. He is a big favorite in New York, and his friends are mighty glad to shake hands with him again.



R. R. Brown, buyer for F. R. McMillian, Ltd., Saskatoon, Canada, left for home Monday night.



W. D. McCaghey, buyer for W. D. Thomas, Quebec, is at the Murray Hill. He says that in spite of the coldest winter, with the most snow they have seen for years, he has done a fine business.



K. K. Dennison, with the J. D. Purcell Co., Lexington, Ky., is registered at the Grand.



The position of assistant buyer to Lee Schoenthal at Gimbel's will be filled by Clifton Allen, well known by his long connection as glassware buyer for Higgins & Seiter.



Ira Clarke, of the John B. Higbee Glass Co., Bridgeville, Pa., arrived in town on Tuesday, to remain the rest of the week.



Robert D. Miller, who suffered a severe hemorrhage after undergoing a slight operation on his throat last week, is still confined to his home in New-

ark, N. J., recuperating from its effects, but hopes to be able to return to his duties with Maddock & Miller the first of next week.

Jay Kraus and P. Fitzgerald, silverware and house-furnishings buyers respectively for Albert Pick & Co., Chicago, left for home on Tuesday after spending several days here placing orders. Mr. Kraus expects to return within a few days.

Albert Reaves, buyer for A. Stowell & Co., Boston, is in town this week, accompanied by Mrs. Reaves, on a combination buying and pleasure trip.

J. K. Wilson is home from his first trip of the season for Morimura Bros. He did all right at the start, but later on found most of the Western buyers away.

R. R. Ballinger, formerly with the American Mechanical Toy Co., has engaged with the Strobel & Wilken Co. as general salesman.

Fred. G. Nicholas is buying in New York for Miller & Paine, Lincoln, Neb. His address is 230 Fourth avenue.

R. H. Yarwood, buyer for the Bowman Co., Harrisburg, Pa., is in town. Mr. Yarwood, who was formerly with Gimbel Bros., New York, is much pleased with his new position.

BOASTING DOESN'T PAY.

ONE is inclined to doubt if boasting is ever a good thing, if it is not always foolish, even though one has something of which to be proud. If one boasts of wealth or what one possesses, the mere fact of mentioning it results generally in lowered estimation of the one speaking. If one feels one should have credit for ability to acquire wealth, one will be far more likely to be given that credit if one keeps still and does not shout aloud the claim. If it be beauty, a modest, unpretentious bearing will bring more admiration. If it be handsomeness of dress, mention of the fact immediately arouses resentment and comparison with others, possibly of better appearance. If it be personal ability, it will be quite as quickly discovered and appreciated if one makes less pretension.

After all, the individual good qualities each one of us has do not amount to much when viewed impartially. They amount to still less when one tells of them oneself. If of value, one's good qualities will be quickly discovered and appreciated. Deeds alone speak best.

The boaster shows himself little by his mere act of calling attention to his supposed strong qualities.

AT CHICAGO.

WITH the fuel order rescinded, and business running on the usual schedule, there is more activity in the crockery and glass trade than for several weeks. The factory representatives were visited by a number of out-of-town buyers last week, who placed orders of substantial size. Some of them were Westerners on their way East. Chicago can sell them nearly everything they can buy in New York, with the exception of imported goods; but, of course, the average buyer thinks he has to go to New York to inspect the "white lights."

Department store buyers are inclined to worry over the dinnerware situation. At some of the best stores here the stocks are very low, and poorly balanced. Sets are shot to pieces. The French patterns being displayed are fewer in number than ever before, and higher in price. English stocks are in better shape than any of the others. Marshall Field & Co. are showing some Italian ware which is meeting with a ready sale. The patterns look French, to a certain extent, but are more on the "all-over" style, whereas many of the French decorations consist of narrow, dainty borders.

James Duncan, of the Duncan & Miller Glass Co., Washington, Pa., spent a couple of days in the city during the week, and while here called on Walter B. Andrews, who represents the line in Chicago and territory.

E. E. Ault, with Earl W. Newton and Associates, has returned from a trip to Bowling Green, O.

A. B. Caplan, owner of the Boston Store, Joliet, Ill., was looking over samples in this market last week.

Thomas Gill, buyer for Emery, Bird & Thayer, Kansas City, Mo., was looking over the displays of the factory representatives during the week.

William Howell, of Pitkin & Brooks, has just returned from a trip to New York, where he went to get in touch with import possibilities.

The Jefferson Glass Co. has moved its Chicago office from 30 N. Wabash avenue to the Ashland Block.

The Ira A. Jones Co. has been appointed representative of the Haeger Potteries, Dundee, Ill. The latter company makes high grade art ware and special-

izes in unique glazes. A full line of samples will be on display in another week.

B. F. Sinsheimer, factory representative for crockery and glass manufacturers at Portland, Ore., was in the city this week, on his way East. He spoke very encouragingly of business conditions on the Pacific Coast.

The Chicago Lighting Fixture Co. is the new style recently adopted by Sampson & Co., dealers in lighting glassware and fixtures.

Improvements are to be made in the crockery and glassware department of Hillman's Department Store. Several partitions are to be torn out and more space allotted so that hardware and housefurnishings may be included in the department.

Harry Dalzell, representative of the Fostoria Glass Co., called on the trade last week in Detroit. H. V. Larned, who recently engaged as salesman, has completed his first road trip with very satisfactory results.

Charles Patterson, buyer for Carson, Pirie, Scott & Co., spent the week-end out of the city on a motor trip.

H. H. Phillips, sales manager at the Gas City, Ind., plant of the United States Glass Co., was a visitor at the Chicago office of the company last week. B. H. Palmer, who travels out of the Chicago office, is making a three weeks' road trip.

Joseph Moore, buyer for the crockery department of the Denver Dry Goods Co., was in the city last week. This is one of the largest firms of its kind west of the Mississippi. Mr. Moore will continue on his way East.

Cut glass manufacturers are having more trouble with their help. It is almost impossible to get skilled workers. While the demand for cut glass is not particularly good at this time, it is with difficulty that the manufacturers, working with limited forces, are able to fill their orders.

Earl W. Newton has received word from Carl Hofeld, who was formerly in his employ as salesman, that he has been promoted to be first sergeant of his company, stationed at Camp Pike, Little Rock, Ark.

T. M. Schollenberger, who was injured in a fall down a flight of stairs in the Kesner Building a couple of weeks ago, has fully recovered.

Two factories have asked their local representatives to take no more orders for tumblers at present.

An involuntary petition in bankruptcy was filed last week against the Goldsmith-Epstein Co., jobbers of

jewelry, cut glass and premium goods. Liabilities, \$200,000. Frank McKee has been appointed receiver.

Dave Saunders has received complete samples from the Irving Cut Glass Co., Buffalo, N. Y., the representation of which he recently undertook. He has discontinued his representation of a statuary line and also the brass specialties of Lehman Bros., Brooklyn, N. Y.

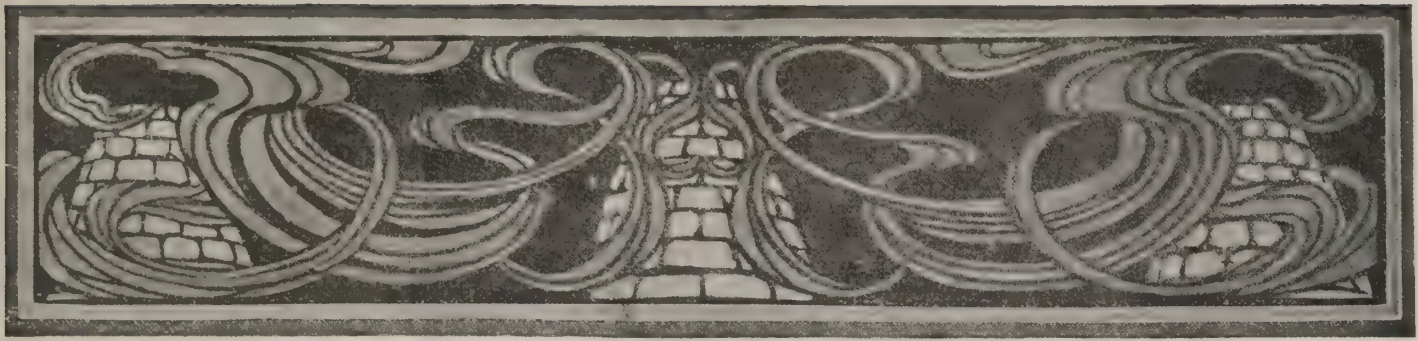
Chicago crockery and glass men have been busy of late figuring out the income tax returns. Some have paid; but the majority, like the balance of the people, are putting off payment until the latest possible moment.

The matter of trade acceptances for factory representatives is being agitated here. The claim is made that they would be relieved of much embarrassment if this means were employed. In these days of slow deliveries the salesmen are forced to wait too long for their commissions, and trade acceptances would remedy the trouble.

AGENTS FOR WAR SAVING STAMPS.

THE campaign to sell war savings stamps, under the direction of W. Mitchell, appointed by Lee Kohns, of L. Straus & Sons, to secure agents in the trade, is being pushed with gratifying results. Below is a full list of agents to date:

Kennard L Wedgwood, 133 Fifth ave.
Wm S Pitcairn, 104 Fifth ave. (Mr Wilcox)
Herman C Kupper, 52 Murray.
Lucien D Bloch, 153 Fifth ave. (J H Dornstreich)
John J Miller, 54 Murray.
Wm F Dorflinger, 36 Murray.
Wm R Strobel, Strobel & Wilken Co, 63 West 23d.
(Mr Vigneron)
Louis Wolf & Co, 221 Fourth ave. (Julius Baer)
B Illfelder & Co, 29 Union sq. (Mr Schmidt)
Morimura Bros, 55 West 23d. (Mr Tetsuka)
Frank & Danziger, 14 East 26th. (Mr Frank)
E I Horsman, 11 Union sq.
Baker & Bennett Co, 873 Bway.
Wimelbacher & Rice, 39 Union sq. (Jerome Rice)
A L Tuska, Son & Co, 116 East 16th. (Thomas H Elliot)
Edward B Dickinson, 200 Fifth ave.
J H Venon, Inc., 104 Fifth ave.
Lazarus & Rosenfeld, 14 West 23d.
The Pairpoint Corp, 43 West 23d. (G E Sherman)
Geo Borgfeldt & Co, 119 East 16th. (Geo Semler)
Meakin & Ridgway, Inc., 129 Fifth ave.
Rich & Fischer, 411 Fifth ave.
Tootal-Broadhurst-Lee Co, 387 Fourth ave.
Morris Sampter, 127 West 17th.
The Owens-Kreiser Co, 31 East 17th.
Wallach & Behrend Co, 45 Murray.
E T W Craig, 1107 Bway,
J Duncan Dithridge, 240 Fifth ave,
Leroy T Pease, 314 Fifth ave.
T W Williams, 25 Warren.
E J Kraft, 85 Chambers.
Kijoji Okajima, 2735 Bway.



What the Potteries are Doing.

East Liverpool and Vicinity

It would have done the heart of many buyers good to have witnessed the activity about the local freight stations the latter part of last week

when the Pennsylvania Railroad Co. announced the lifting of the embargo on less than carlot shipments to Eastern and Southern points. Every available drayman and team in the district was pressed into service. Some of the larger plants were able to ship close to \$25,000 worth of merchandise the first day, and the smaller ones from \$5,000 to \$10,000 worth. While the embargo on less than carlot shipments was lifted, the ban on bulk cars remained, and much unfilled business of this kind lies untouched on the order files in plants. The railroad officials will not say when it will be possible to send out carlots. Several large New York buyers came here last week armed with an order issued by Eastern officials of the Pennsylvania Railroad Co., giving them permission to obtain and load bulk cars, but when the order was presented the offices here refused to recognize it, and the Eastern buyers had to take what ware they could obtain in casks.

Leo Himmelstern, of Himmelstern Bros., San Francisco, was here the first two days the embargo was lifted, and a more pleased person could not be found anywhere. "It looks like old times to see the loaded drays going to the freight depots," he said.

The ice passed out of the Allegheny and Monongahela rivers late last week, flowed past this district bank full, and not a bit of damage resulted. Pottery manufacturers whose plants here are located along the river front were mighty thankful, for many anticipated a flood.

As a result of the lifting of the fuelless order, potteries went on full time last Monday.

The Clay Casting Co., New Cumberland, W. Va., contemplates changing over to some extent from the manufacturing of cereal sets to hotel ware. A limited

amount of common stock of the company is now being offered for sale. The plant has a capacity of eight kilns.

Hereafter coal will be used exclusively in firing the bisque kilns of the T. A. McNicol Pottery Co. The glost kilns will be continued on gas.

The regular monthly meeting of the Potters' Club was held in the Ft. Pitt Hotel, Pittsburgh, on the evening of February 14. The principal topics considered were advancing fuel costs and the railroad situation.

A majority of the pottery manufacturing interests here have held their annual meetings, and no changes in boards or officers have been announced.

The plaque line of the D. E. McNicol Pottery Co. is in heavier demand this season than ever. The special treatments possessing the national colors are being ordered in very liberal quantities.

Application is to be made before the Interstate Commerce Commission to increase the street car fares from five to ten cents between this city and Chester, W. Va.

The installation of a municipal railroad switch connecting the Pennsylvania railroad here with the Youngstown and Ohio River Railroad is being boosted by local pottery manufacturers. The proposition has the backing of the local Chamber of Commerce, and the plan has been laid before the Pennsylvania company. The Y. & O. interests are favorable to the suggestion. Much relief in freight congestion in this district would result should the connection be made.

Nominations for officers by referendum vote of the National Brotherhood of Operative Potters shows only one candidate opposing President Edward Menge—Frank Gratton, who was defeated for the presidency in the 1917 election. Two are opposing Secretary-Treas-

urer John T. Wood, of the city, and the same number opposing First Vice-president Frank Hutchins, of Trenton, N. J. The election will be held on the first meeting night of each local union in March.

HOW GLASS BEADS ARE MADE.

THE raw materials are fused into a molten mass in pots or crucibles, and then taken by workmen and pounded on metal tables or anvils until it begins to change in color from white to red. Roughly rounded by this process a dough-like mass is converted into hollow rods by two men, who after applying their pipes to the mass walk away from each other, pulling out the melted glass between them, just as candy is pulled or as a child pulls chewing gum into a thread. Cross-ties are laid at intervals over the floor, and on these the rope of glass is supported. So ductile is the fondant that a mass the size of a loaf of bread can be stretched for a distance of 300 yards. Even when the fondant is pulled out to the thinness of a cambric needle it remains a pipe or tube, the bowl of the cup growing ever smaller, but always remaining hollow. This fact renders bead making in bulk possible. The tubes are then taken to clipping machines, which resemble little guillotines. On a flat trough the canes, placed side by side, pass automatically under the guillotine blades, which, by the revolution of an electrically-driven wheel, clips them into bits by biting off the ends. The length of these bits is about equal to the diameter of the cane. These clipped cross sections have sharp edges. The powdered glass produced by the clipping is sifted and fanned out, and the raw edged beads are ready for rounding and finishing. The holes in the beads are filled with a composition of charcoal and ordinary lime, after which they are intermixed with four or five times their weight of ordinary beach sand, and the sand and stuffed beads are put into an egg-shaped, covered crucible that revolves on an axis, tilted at about the same angle of inclination as the globe. This crucible revolves in the heart of a gas-fed furnace at about 400 degrees of heat. The charcoal is consumed, the lime vanishes after having served to "fix" the aperture, the edges of the beads become smooth and rounded, the sand grinds and polishes them and at the same time keeps them from coalescing with each other, and, finally, sand and beads together are dumped out into large shallow pans to cool.

When cold the sand is sifted and fanned away in a series of large, covered, wooden ventilators, and the beads, clean and polished, pass through a funnel or hopper into a series of rocking cradles placed one above the other in a series of eight. The floors of these cradles are sieves with graduated orifices or mesh bottoms, and from these cradles the beads, neatly assorted

as to size, pass through little hoppers into baskets set to receive them. Beads of the same color but of many different sizes are thus automatically assorted as to size. (Assortment as to color is first made by hand while the beads are still in the cane.)

For the smaller varieties of beads still another sorting is necessary to determine if the holes have been perfectly preserved. For this purpose a cylinder about 15 inches in diameter, covered with thin wire filaments (like a wire brush), revolves over a tray of beads, and the filaments catch the beads that have holes in them, lifting them over, on the principle of a water wheel scooping up water, and dropping them on the other side through a hopper into a box. The bead is now complete, sorted as to color, tested as to size, tested as to perforation, associated with its fellows and equals, and ready for stringing or for shipping unstrung. This completes the necessary processes for making one-color beads.

The necessity of a machine to sort the beads for perforation to detect and discard the imperfectly perforated ones was very great. In 1894 it was possible to make the ordinary small beads for about 70 centesimo per kilo (100 centesimo=1 lira; kilo=2.2046 pounds). The threading was done by women, as at present, using a handful of needles (24 to 30) at a time and threading very rapidly. For the very small beads the string was about 10 inches long and for the larger beads about 18 inches long. A bundle consisted then of 480 strings, and a good worker could string 10 bundles per day at 12 centisimi per bundle.

There was a constant controversy between the women and the companies because out of every 100 kilos the women used to bring back 20 kilos, or one-fifth, claiming that they could not be strung—meaning that they could not be strung rapidly as the orifices were small or faulty, and as the women worked by the piece they interfered with her speed and diminished her pay. Only about 5 per cent, or 5 kilos out of 100, were totally lacking in perforation. So the makers had a grievance as well as the women, as such beads had to be remelted and remade for this purpose had a value of only 5 centisimi per kilo, and the makers were losing about 9 lire per 100 kilos on 15 kilos of beads that could have been strung but not rapidly.

Cavaliere Salvatore Arbib, one of the Venetian manufacturers, conceived the idea of the sorting drum with the wire teeth, and a machine, called a "tamburo," was built for him in England. The teeth or threads of the sorting machines may be of various diameters, so that the beads rejected by a coarse-toothed machine may be picked up by a finer toothed tamburo. This machine was perfected in 1894. The first threading machine to thread the beads on fine wire was built by the same firm in the same year for the same man. The total cost of the experiments and the making of the two machines was about \$25,000.

CROCKERY *and* GLASS

JOURNAL

NEW YORK, FEB. 28, 1918.

CONDITION OF TRADE.

New York The city is crowded with buyers, and yet business is not particularly active in the crockery and glass lines. The demand for toys is good, but waning. Last week saw the peak of the movement, the toy exhibit at the Hotel Imperial bringing a big crowd to the city. That show, by the way, was not an unqualified success. The display was largely of the very cheapest kind of goods, and there was a lot of criticism about the anxiety shown by the salesmen to book orders.

Import orders were not at all up to the usual mark. The English houses did a fair amount of business, but the French did not get what they expected. It is true the latter are handicapped by slow deliveries; but that is all the more reason why buyers should order 'way ahead. Everybody needs and wants French china, and when it comes it will be sold on sight. Now, unless more orders are given there will be a long wait.

The demand for American ware keeps up splendidly. Some good shipments have been made, and more are in prospect. The cold snap of last week caused a temporary shut-down of the plants; but every day brings us nearer warm weather, when gas will be more abundant.

The demand for glass is fickle. One day there will be a rush, and then there will be a quiet spell. So, too, with the kinds of ware called for. Some days it seems as if everybody was buying the same items. Then there will be a jump to something else. Manu-

facturers cannot gauge the needs of buyers. Production is increasing, and from now on shipments will be fairly prompt. Prices are firm, and likely to remain so. Whether or not they will go higher is a question. Manufacturers claim that there is not much profit at the present figures; while buyers say that consumers will not pay any more and it is hard to get even present prices.

What with a superabundance of holidays and another cold spell, retailers here are having a hard time of it. But consumption goes on, and what is not sold in February must be sold in March. In spite of war times and high prices, people break just as many dishes as ever, and New Yorkers are not yet down to eating from paper plates or drinking from tin cups. Anyhow, tin cups cost as much as, or more than, crockery. Retail trade generally, though, is as good as usual all over the country, with the exception of isolated spots. These quiet places are almost always the large cities. The country trade is fine. New York will wake up soon and join the prosperous procession.

Pittsburgh and Vicinity

With a better movement of freight a decided improvement in the glass business is noted. Buyers now feel as if they can order with more freedom, and general lines are in better demand. There is still a shortage of labor, however, and trouble is also experienced in obtaining quick deliveries of raw mater-

ials. Still, manufacturers believe that the sales records for the coming spring season will exceed those for the corresponding term last year.

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East Liverpool and Vicinity Pottery production received another setback for a few days last week on account of cold weather, during which time the lighting of kilns with gas was prohibited. Shipments show a slight improvement, although inconvenience with reference to the receipt of raw materials continues. There is no lack of business, and every mail is bringing new orders.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under "Personal," the following buyers were reported in the city this week:

Mr Warshawsky, t, hf, c, S Klein, Inc, Chicago. 1133 Broadway.

G Debus, s, W Hengerer Co, Buffalo. 2 West 37th.

J W Chaput, hf, Harris & Mowry Co, Woonsocket, R I. Prince George.

O Phillips, c, l, Stix, Baer & Fuller D G Co, St Louis, Mo. 23 East 26th.

Mr Wheeler, c, g, Linn & Scruggs D G Co, Decatur, Ill. 1133 Broadway.

T M Farrell, hf, t, E W Edwards & Son, Rochester. Wallick.

P J Schaefer, hf, Adam, Meldrum & Anderson, Buffalo. 230 Fifth ave.

Mrs Nugent, t, Kaufmann Dept Store, Pittsburgh. 1261 Broadway.

W B Steer, hf, c, t, Bee Hive Co, Sioux Falls, S D. Broztell.

P Pries, hf, Erie (Pa) Dry Goods Co. Wallick.

H Hockstadter, c, g, t, Grand Leader Dry Goods Co, Everett, Wash. 1239 Broadway.

J Hirsch, g, A G Wilson, s, B J Hirsch Co, San Francisco. 33 Union square.

M Marks, t, Kohn, Furchgott Co, Jacksonville, Fla.

W B Elms, t, hf, c, g, Broadway Dept Store, Los Angeles. 95 Madison ave.

G H Thompson, l, Marshall Field & Co, Chicago. 1107 Broadway.

J C Mohl, hf, t, Harned & Van Maur, Davenport, Ia. 1133 Broadway.

C E Fisher, s, t, L S Donaldson Co, Minneapolis. 230 Fifth ave.

Miss Gilbaugh, t, Lipman, Wolfe & Co, Portland, Ore. 1123 Broadway.

F C H Wessell, hf, t, H Wessell Co, Baltimore. Grand.

A L Deeds, hf, c, t, Ottumwa (Ia) Mercantile Co. Somerset.

F L Gavitt, c, g, H B Gavitt Co, Westerly, R I. Navarre.

G W Curtis, hf, Sage, Allen & Co, Hartford, Conn. 404 Fourth ave.

C J Robinson, c, g, Jordan, Marsh Co, Boston.

E H Wade, c, g, s, Horton & Wade, Albany. Continental.

H P Fabricius, t, Fabricius Mercantile Co, St Louis. Imperial.

J A Waterman, t, Maas Bros, Tampa, Fla. 1150 Broadway.

T Spreng, hf, t, H A Meldrum Co, Buffalo. 404 Fourth ave.

H E Claus, c, g, L A Witherrhill, Syracuse, N Y. Arlington.

A B Smith, t, L J Sherwood Co, Caribou, Me. Breslin.

T M James, c, g, T M James & Son, Kansas City, Mo.

Miss P Louis, t, Hochschild, Kohn & Co, Baltimore. 200 Fifth ave.

J F Ramp, t, W C Munn Co, Houston, Tex. 37 West 26th.

B Hough, t, Abrahamson, Bigelow Co, Jamestown, N Y. Longacre.

Maurice Caro, g, Mitchell, Woodbury Co, Boston. Imperial.

F B Boyce, c, g, t, Boyce Bros, Columbus. Grand.

J W Moorehouse, hf, c, g, May Co, Cleveland. 47 West 26th.

R Orr, c, g, t, hf, Hager & Bros, Lancaster, Pa. Marlborough.

Miss K M Riordan, hf, James H Bunce Co, Middletown, Conn. 404 Fourth ave.

E Reese, c, g, hf, t, Reese's Bazaar, Wilkesbarre, Pa. Marseilles.

W Montgomery, t, hf, c, g, Lippincott's, Wilmington, Del. Arlington.

A Breton, t, Shartenberg & Robinson, New Haven, Conn. 404 Fourth ave.

W J Moreland, t, E Malley Co, New Haven, Conn. 105 Grand.

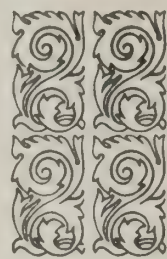
NOW MADE IN AMERICA.

HOW the United States has solved the optical glass problem was told at the meeting of the Pittsburgh section of the American Chemical Society at the Mellon Institute, University of Pittsburgh, Feb. 21. The speaker was A. E. Williams, of the United States Bureau of Standards.

While the supply of optical glass for the United States before the war came from three firms—one in France, one in Germany, and the third in England—Germany had almost a monopoly of the trade in this country. At the outbreak of hostilities, he said, practically all the product was commandeered for home use, and exports soon stopped. When the United States entered the war the demand for optical glass for the manufacture of field glasses, range finders and other instruments necessary in war made it evident that the United States must develop an industry of its own. Thereupon Mr. Williams, who is a graduate of the department of ceramic engineering in the Ohio State University, developed an optical glass laboratory and a small plant capable of supplying a certain amount of the needs of the government, all the work being done at the Pittsburgh station of the Bureau of Standards.

Illuminating Devices.

Hanging, Stand and Portable Lamps; Light-
ing Glassware, indirect and semi-indirect;
Domes, Shades, etc.



THE Bradley & Hubbard Mfg. Co. opened last week a line of portables distinctively different from any they have ever produced before, and truly decorative. There are a dozen standards in different finishes, while the shades have a novel glass effect in three tints and with a sheen like corded silk.

Recent importations just added to the lamp department of Takito, Ogawa & Co., 99-101 Fifth avenue, will add considerably to the education of the lamp buyer and also augment the sales of any store in which they are shown. New ideas are abundant, one of them being an assortment of china figure bases, plain white as well as colored, and in a diversity of styles, each fitted with an artistic silk shade. A varied showing of floor lamps in cloissonne bronze also contains new designs and unique effects, while the cloissonne vase bases for table lamps offer several new shapes. Something should also be said about values. Instead of importing the lamps complete, the various constituents are brought separately and assembled in this country. Thus the silk for the shades is imported by the concern and they are made here under the supervision of their own Japanese artists. A considerable amount is thus saved on importation charges, which consequently means material reduction in prices to the trade.

This month's "Illuminator," the publication issued by the Phoenix Glass Co., contains many items of interest and should be carefully perused by the ambitious dealer or manufacturer who would add to his knowledge of correct lighting. Besides showing illustrations of various new designs created by the concern, there is much helpful information, notably an article on "Costs in the Lighting Fixture Industry," which presents a most practical system that has been installed with great success by one of the big plants in the business.

In accordance with the factory's policy of extending its range from popular-priced goods to the higher grades, Gillinder & Sons have recently sent their New York manager, Paul L. Zoellner, 19 Madison avenue, a particularly good assortment of new designs in illumin-

ating glassware to meet the wants of buyers in quest of something different in modestly-priced goods. There are all styles of gas and electric globes, as well as semi-indirect bowls. A pleasing frosted glass is used which lends itself well to a number of very creditable hand-painted patterns, such as marine and land scenes, floral designs, etc., in rich colorings that show to excellent advantage under illumination.

An unusually odd little candlestick and shade that is proving very popular with Wm. R. Noe & Sons is shown in the accompanying illustration. The candle-



stick is black, with a Japanese decoration executed in gold, while the pretty buff-colored parchment shade

with its black decorative treatment completes the quaint oriental effect.

After being located at 32 Warren street for the past twenty years, the Charles Parker Co., manufacturers of portable lamps, etc., will remove May 1 to 25 Murray street, where they will occupy the store floor, basement and sub-basement. They will have considerably better facilities for displaying their lines, as well as larger office and stock space.

Recent investigations show that the average family to-day obtains about eighteen times as much light as the people of half a century ago, though they pay only about three-quarters as much for it as their grandfathers did for the dim lights of other days.

It is said that the past winter has been one of the best on record in the candle trade. And now spring buying seems to have set in on an equally large scale. The preference for the more or less plain shapes during the winter is giving place to a call for more fancy designs suitable for summer home decoration, and lighter colors are preferred. Prices are high, and there seems to be some likelihood that they will go higher. Factories have not been able to maintain capacity production for some time, owing to the labor scarcity.

MARKET FOR TOYS IN URUGUAY.

AMERICAN toys are popular in Uruguay, especially those of the mechanical variety, although many cheap wood and tin toys are also sold. The chief demand at present seems to be for the latter kinds. The high freight rate now prevailing on bulky toys makes their importation impracticable; consequently dealers are ordering comparatively few. A dealer brought to the attention of the Montevideo consulate a shipment of toy automobiles, wagons, rocking-horses, etc., which he had received eight months ago. The freight amounted to \$10 each on the toys, which, added to the cost, made the retail price about \$22.50 to \$25 for the ordinary article of this kind that can be purchased in in the United States for \$6 or \$10.

Previous to the war Germany was the leading exporter of toys to Uruguay. At the present time the United States is the main source of supply. France and Great Britain export toys to Uruguay, but in no great quantities. In 1915 (the latest year for which statistics are available) Uruguay imported \$15,250 worth of toys, the United States furnishing \$5,075 worth of these imports, Germany \$3,330 worth, France \$2,275, Holland \$1,700, Great Britain \$1,160, Argentina \$625, Spain \$585, Belgium \$375, and Italy \$125 worth.

Christmas is not observed in Uruguay to the extent

that it is in the United States and Europe. However, this is the season in which the sale of toys is greatest. Children's birthdays are more closely observed here than is Christmas, and it is customary to present them with toys at this time. There are two days observed in Uruguay with presents, Christmas Day and the 6th of January, "El Dia de los Reyes," which is really the date on which this country celebrates Christmas as it is observed in the United States.

It is considered advisable to register the trade-mark of any special kind of toy, for if it becomes popular and is sold by a certain name there is always a possibility that some local dealer may register the name and cause the manufacturer considerable inconvenience.

Toys are sold mostly by bazaars, a list of which, together with a list of trade-mark attorneys, may be obtained from the Bureau of Foreign and Domestic Commerce.

The generally recognized credit terms at Montevideo may be said, speaking broadly, to be ninety days from the arrival of merchandise. Before the war many European houses were still more liberal, and at present many local firms are compelled to meet terms which are far more exacting. In general it would seem that at the present time most local importers of good standing are prepared to pay cash on the arrival of the goods, especially if afforded an opportunity to inspect the merchandise before taking up the draft. It is, however, believed that after a return to normal conditions more liberal terms will have to be granted in order to hold the trade. A demand for cash in advance is complied with only in exceptional instances, and causes criticism.

IMPORTS FROM STOKE-ON-TRENT.

THE exports of earthenware and china from Stoke-on-Trent, England, to the United States during January amounted to \$19,962—a decrease of £19,207 compared with the same month of 1917.

BUSINESS BRIEFS.

The Shaw Pottery Co., Trenton, N. J., has been incorporated with a capital of \$50,000 by James Shaw, A. Fuid and Enoch Mountford.

Dix Bros. & Kopelson, department store, this city have been incorporated with \$50,000 capital by Max Kopelson, Nathaniel J. and M. J. Dix.

H. & F., Inc., is the name of a concern incorporated at Albany to deal in household goods. The incorporators are William, Blanche and Mary Friedman.



Pittsburgh and Vicinity

Shipments during the past fortnight have almost equaled those of normal times. The action of the Panhandle division of the Pennsylvania railroad in cancelling numerous embargo orders greatly relieved the shipping situation.

Among the buyers here were A. S. Schleuter, for S. & G. Gump, San Francisco; Samuel Graham, of Kindel & Graham, San Francisco; William Molter, for C. H. Little Co., Freeport, Ill.

Quite an active demand for lamps has developed within the past few weeks, some of the manufacturers reporting business heavier than for the same period last year. Large jobbing houses have been very actively buying, and the bulk of the orders are wanted shipped as quickly as possible.

Ten acres of land on the Norfolk Southern and Virginia railways have been purchased as a site for a new factory which the Norfolk (Va.) Glass Mfg. Co. will build. This is a new corporation with a capital stock of \$250,000. Its officers are: president, J. Wiley Halstead; first vice-president, I. Walker Truxton; secretary, J. W. C. West; treasurer, J. T. Nelms. Architects are now preparing plans and specifications for the construction of buildings, which will be equipped with machinery for an annual capacity of 400 carloads. Specialties will be the product. These, it is said, will have a value of \$750,000 annually. About 300 people will be employed.

Another new glass factory is to be built at Lynchburg, Va., the Lynchburg Glass Works Co. being formed there with a capital stock of \$300,000. A general line of ware is to be made. N. D. Eiler is president, and D. B. Ryland secretary.

William M. Anderson, formerly general superintendent of the different plants of the United States

Glass Co., is now deeply engaged in Government work here. He is associated with W. D. George, Food Administrator of this district. He receives no pay for his services, and is on the job from early morn until late at night, having his offices in Old City Hall here.

Glass sand shipped in gondola cars is hard to unload when received at factories these days. Many of the cars now arriving were started during the severe cold weather, and the contents are frozen solid. The sand, therefore, has to be broken out with a pick.

Prices of packages remain firm. Coopers have trouble in obtaining raw material, and many factories are using all the second-hand packages they can obtain.

All salesmen of the United States Glass Co. are now on the road.

I. J. Collins, president of the Lancaster Glass Co., who has been ill here for several weeks, has recovered sufficiently to leave for his home at Lancaster, O.

With improved transportation facilities manufacturers note a decided improvement in collections. Several report that returns from February shipments are far in excess of the records for the same month last year.

Early in January prices were guaranteed up to February 28. It now looks as if present prices will be continued indefinitely.

Embargoes on freight routed via the Toledo division and the Southwest system of the Baltimore and Ohio railroad have been lifted, and the situation on the Pittsburgh and Lake Erie railroad is also now said to be good.

Officials of the Western Glass and Pottery Association have started a campaign to double the membership

during the year. President Nick Muessig and Secretary Watson W. Lang have been very busy along these lines during the past fortnight, with the result that a number of new names are to be added to the list.

AT CHICAGO.

GENERAL conditions continue satisfactory, the buying being somewhat in advance of the standard usually attained at this time of year. The greatest trouble lies in the transportation situation, but this is slowly improving.

The department stores are enjoying a good business and the buyers feel much encouraged over the outlook. While the real spring trade cannot be said to have started as yet, the improvement over that of January indicates that business during March, April and May should be exceptionally good.

Manufacturers' agents here are being well patronized by buyers from out of the city, who are placing liberal orders. Nearly all of the new goods for 1918 are now on display, and they compare well indeed with those last year.

Miss Mary Mann, buyer of crockery and glassware for Marshall Field & Co., is visiting the Eastern factories and markets.

Tom Gill, buyer for Emery, Bird & Thayer, Kansas City, Mo., was in the city looking over merchandise this week.

L. Derwent, a buyer of housefurnishings from Rockford, Ill., spent several days in the city during the week.

The effort at unionization among the department store clerks of St. Louis, which has resulted in a strike at the five big stores of that city, has created much discussion here. Crockery and glass men were inclined to frown on the organization of a union, and in their talk upheld the action of the St. Louis stores in refusing to recognize the union. They held, however, that the clerks should be paid a living wage. The system of "P. M.s." or commissions, in force at the Boston Store, this city, was pointed out as excellent. Under this plan efficient clerks in some instances make as much as \$40 a week, and a great many make from \$18 to \$25.

O. C. Helm, of the Ira A. Jones Co., will leave this week on a road trip to visit his trade in Central Western territory.

J. H. Hokie, buyer of crockery and housefurnishings for Deahl & Tonk, Kansas City, Mo., was looking

over the lines in this market during the week. Mr. Hokie will continue Eastward to New York, and will also visit the Pittsburgh and Wheeling districts.

Leo Arnstein, buyer for Edward Schuster & Co., Milwaukee, was in the city during the week.

Charles Shoup, of Regnier & Shoup, St. Joseph, Mo., passed through the city on his way East last week.

New rules have been issued by the freight departments of local railroads regarding the acceptance of shipments. No goods will be received at any of the depots unless the shipper has previously received permission, by mail or telephone, from the freight agent or one of his assistants. The purpose of the rule is to prevent congestion at the terminals. If this freight cannot be moved at once, on account of embargoes, it becomes a serious obstacle to the movement of freight against which there are no embargoes.

The statement in this column last week that the Jefferson Glass Co. had moved its Chicago office from 30 N. Wabash avenue to the Ashland Block was erroneous. The facts are that it moved from the Michigan Boulevard Building to the Mallery Building, No. 5 S. Wabash avenue. This office is in charge of Edwin B. Pike, who for a number of years was resident agent on the Pacific Coast.

PROGRESS OF AMERICAN GLASS-MAKING SINCE THE WAR.

WHETHER hungry Phoenician sailors, dropping their nitre-covered kettle-stones in fires on the sandy shores of the Belus River, discovered glass, or whether its formation was first observed by the ancient Hebrews after fierce conflagrations in the hardwood forests, is still unsettled. Its discovery may have antedated both, writes Alexander Silverman, Professor of Chemistry at the University of Pittsburgh, in the "Journal of Commerce."

Having once seen glass, man's curiosity was aroused and did not rest until the secret had been solved. The early art, the modern science, constitute an interesting chapter in our records of world progress, a chapter in which the god of war has given supremacy first to one nation and then to another.

The industry flourished in Egypt. Then came the Roman conquerors, who carried it northward, only to lose supremacy to Byzantium with the fall of Rome. Constantinople fell, and art and artisan again traveled westward. We read of the "Council of Ten" created in Venice to guard the secrets of glass making and of the death threat promised the traitor who would travel to other lands. Nor was it merely a threat. Many a

deserter suffered the penalty. Finally, however, the industry took root and flourished in France, Germany, England and America.

Foreign nations held supremacy in many branches prior to the war, but the gigantic conflict has put us to the test and we have met it well. Years before we dreamed of the war America led in the use of mechanical appliances. The glass press and machines for the manufacture of globes, bottles and window glass established our reputation. What man had done in Europe the machine was accomplishing in the United States. We manufactured plate glass, glass bricks, tiles, and even coffins. Our cut glass had a reputation, and much tableware was exported. One manufacturer had even used a lime glass for cutting, when tradition held that lead oxide, and plenty of it, was necessary to produce a presentable cut article.

What progress have we made in the development of optical glass, laboratory glassware, etc.?

Optical glass was hardly thought of by our manufacturers. Prior to the war one or another would try an occasional melt. Automobile lenses and moving picture lenses were made, and in one factory large lighthouse lenses were produced. These are rarely considered when one speaks of optical glasses. The latter must have a fixed index of refraction and dispersive power; must be free from striae, bubbles, imbedded stones and strains resulting from improper annealing.

Such glasses have been imported from France, Germany and England. Since the war importations have been diminishing constantly. The supply no longer meets our demand. Chemists and physicists have busied themselves; Government bureaus are co-operating with manufacturers. The optical glass industry is under way. We are promised an adequate supply for military purposes—i. e. range finders, field glass, gun sights, panoramic sights, periscopes, etc. Some special lenses, small parts for optical instruments, etc., are also made. Glass for large lenses for telescopes is still a cherished object for the future. Even for smaller lenses and prisms of precision much of our optical glass has to be discarded because of imperfections.

In the field of laboratory glassware our progress has been more marked. Before the war we had only one recognized brand of chemical glass. This had been on the market many years, but the cry among our chemists was "Give us Jena glass" (a German product). The Government conducted a series of tests recently which prove that five American brands of chemical glass are not only equal to the best German makes, but in certain respects superior.

Glass for X-ray bulbs is now made in America, and the composition has been studied so that it is possible to vary the quality of the rays transmitted. Patents were granted recently for coloring glasses by X-rays, spectacle lenses resulting in various shades of amber and purple.

Other branches of the industry might be developed. Italy manufactures considerable quantities of spun glass or glass wool. This is used as an insulating material in refrigerator walls, etc. One or two factories here have manufactured spun glass in past years, but, as far as the writer has been able to ascertain, it is not being made at present.

Art glass also constitutes a growing branch of the industry. Mottled and marbleized sheet for windows and lamp shades was made years ago. The famous Tiffany favrile glass is known to all. Even Venetian glass is being successfully imitated in one of our factories. In the decorating line, effects are now produced in one establishment which equal and in some respects exceed the beauty and skill of the Bohemian plants.

Some of the chemicals used in the manufacture of glass had been imported. Pearl ash, commonly known in the industry as potash, for which we depended almost entirely on Germany, has been replaced by soda ash in all but a few special glasses, and will probably never again find the extensive use which it enjoyed before the war. Manganese dioxide was used as a decolorizer to remove the green color due to small quantities of iron usually found in the sand and lime employed in glass making, but the price rose, and nickel compounds and selenium took its place.

In conclusion it may be said that America has made remarkable progress in glass manufacture; that in some fields she has accomplished in a short time that for which the countries of Europe required many years. Ours is one of the leading nations in the industry today. After the war other nations will do their utmost to compete. Only the employment of a large force of competent chemists, physicists, engineers and skilled operatives will insure our supremacy in the future.

TOO MUCH GLASS.

From the *New York Tribune*.

WE record the notable fact: A non-essential has at last been found.

It is glass.

On order of the Fuel Administration the output of this industry will be reduced one-half. This is a highly interesting experiment. There is no such fixed demand for glass as there is, let us say, for wheat.

This may be a means of telling us just how much it is needful to raise a price in order to stop waste.

There has already been a very heavy rise in glass articles, especially bottles and jars for conserving food. Soon, we hope, the price will go high enough to bring a sharp curtailment of this obvious non-essential.

We trust that at the same time adequate steps have been taken to commandeer the huge profits which will naturally accrue to the glassmakers.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, FEB. 28, 1918.

HAVE any of the manufacturing potters in the West who are suffering from a shortage of help thought of turning to Trenton, N. J., for a way out of their difficulty? The sanitary ware trade in that city is very dull. Exports being practically nil, and building almost at a standstill, many men in that branch are idle or working only part time. They are skilled clay operatives, and it would not take long for them to learn to make tableware. Probably many of them are already accustomed to that kind of work. It would seem as if here lay the solution of the problem for both sides.

CHARGING UP PURCHASES ON IMPORT.

ONE of the reasons given for not placing larger import orders this year is that as soon as they are confirmed the amount is charged up to the buyer, just as if the goods were delivered; and as a matter of course his working capital is reduced by that amount. From one point of view this practice is quite defensible, for where a house has a large number of departments it acts as a precautionary measure against overbuying. But for the china buyer it is apt to prove embarrassing. It takes from three to nine months—and not infrequently a year—these days to get goods from abroad; consequently the buyer is short on capital for that period.

It does seem as if some kind of an arrangement might be made to lessen this hardship. For instance: On the theory that three months is the shortest time

when goods may be expected, why not give the buyer the benefit of that period? Supposing his order was for \$5,000, what a lot he could do in three months with that money! He might pick up odd lots, job lots, or even regular goods, and sell them long before the invoice for the goods on import came in.

Because it has never been done is no reason why it can't. The idea is worth a trial, anyway.

PERSONAL.

GOING up! Since his enlistment in the Naval Reserve, Langley Hawthorn has won one promotion after another until now he is an ensign. And maybe his daddy, the veteran buyer for John Wanamaker, isn't proud! Langley was in New York this week on furlough, part of which he will spend with his brother Guy in Philadelphia, and the rest in a little vacation at Atlantic City before returning to duty March 11.



Wm. J. McKenna, of the McKenna Bros. Sales Corporation, returned last Thursday from a Middle West trip well pleased with the reception accorded him. His brother, Charles T., is spending this week in Philadelphia calling on the trade.



Joseph Moore, buyer for the Denver Dry Goods Co., arrived in town last Thursday on a two weeks' buying trip. He is looking unusually well, and says that business is all he could wish for. He is stopping at the McAlpin.



C. L. Reizenstein, of the Chas. Reizenstein Co., Pittsburgh, is due to arrive in New York March 5. Louis, the head of the concern, is still here.



H. B. Thistle, Jr., traveler for Cox & Lafferty, started on a trip through New York State on Tuesday, saying that he would keep on the road as long as business warranted it.



Frank R. Martin, of Detroit, will probably be in New York March 5 on his annual spring visit.



Word has been received at the New York office of the Pacific Importing Co. that Harry Summers, the concern's Western traveler, is now on the road to recovery after his life had been despaired of following a recent serious operation.



E. G. Nock, who conducts a china and glassware business at Elberton, Ga., and who travels for the A.

H. Heisey Co. through several of the Southern States, registered at the Grand last Sunday, to spend a week here placing orders.



J. Howard Fry, of the H. C. Fry Glass Co., Rochester, Pa., was a visitor in New York the first of this week.



C. F. Patton completed a two weeks' trip through the New England States last Thursday for Koscherak Bros., during which he succeeded in getting a nice amount of business.



On Saturday Henry Saul, of the Saul Mfg. Co., starts on a ten weeks' Western trip equipped with plenty of order books, and, as he says, "the necessary 'pep' to fill them." His first stop will be Chicago, whence he will go as far as Montana.



Ed. Craig, manager of the United States Glass Co.'s local office, received a letter this week from Lawrence Kinet, formerly of his staff, and now an interpreter with the aviation corps, in which the writer stated that he expected to go overseas very soon. It was written while he was enjoying a furlough at his home in Pittsburgh, and he said he intended to come on to New York, but had received a notice to return to Toronto, Canada, at once.



Major Wm. D. Finke arrived in New York last Friday from Fortress Monroe, Va. He looks in the prime of condition. On Saturday he assumes command at Fort Tilton, Rockaway Point, N. Y.



R. Castner, of the Parmalee-Dohrman Co., and L. W. Brown, of the Southern Crockery Co., both of Los Angeles, Cal., are on their way to New York together, and are due here Saturday or Monday.



The many friends of Albert Rehberger, of the Saul Mfg. Co., will be glad to learn that after his illness of over three months he is able to be about again. While not quite his old self, he is attending to his duties with the concern, and expects to gradually work himself back into the harness.



D. E. Mielke, of the Gragg-Mielke Co., Chicago, is in town this week looking over the market.



H. E. Wheelock and his son, George H., of South end, Ind., are at the Biltmore.



H. A. Marshall, formerly Chicago representative the Fostoria Glass Co., has not yet made any definite

business connection. The Larned, Marshall Co., formed last fall, was broken up when Mr. Larned took a traveling position with the Fostoria Glass Co.



H. B. Harris and C. B. Nash, buyers for Marshall Field & Co., Chicago, are at the Manhattan. They both looked so sprightly happy that it did not need their assertion that trade was all right.



Ira A. Clarke, of the John B. Highbee Glass Co., who was to have returned to Pittsburgh last week, extended his visit because of a severe cold which interfered with his business. He is all right now.



Chas. Hass, with Raphael Weill & Co., San Francisco, now on his way to Europe, expects to come back to New York in June, when he hopes to do some real buying.



Corporal Herman Kashins, the former well-known cut glass factory representative, now stationed at Camp Upton, surprised his friends last week by the announcement of his marriage on February 9 to Miss Schugart, of this city. He was of course showered with congratulations.



E. F. Loge, formerly with Miller & Rhoads, and later with the E. B. Taylor Co., both of Richmond, Va., is no longer with them. Mr. Loge is a high class buyer and manager, both in china and housefurnishings, and somebody will be fortunate in securing his services.



BOOKS OF DEBTOR MAY BE EXAMINED.

A DECISION of considerable importance to credit men all over the country has been handed down by the Court of Appeals in this State, in which the constitutionality of Section 442 of the penal law, which has for some years been considered more or less of a dead letter, was upheld. The section in question provides that where property is obtained on credit by means of a written statement, signed by the debtor, part of which asserts that he keeps certain books, a creditor or his agents may make a demand in writing for the production of the books and their examination within ninety days subsequent to the failure of the debtor to pay for the goods purchased. Failure to produce them on request shall, under the statute, be presumptive evidence that each pretense relating to the purchaser's means of paying, as set forth in his statement, was false at the time the statement was made, and was known by the purchaser to be false.

This interpretation of the section was established

in a decision handed down recently by Justice Crane of the Court of Appeals, in which, in part, he said:

"This section does not compel the defendant to produce his books. Having voluntarily given out to the world a copy of his books, the law affords him an opportunity to verify his statements by his books. If he fails to do so, the presumption is that falsity exists."

Commenting on the decision, Morris L. Ernst, of Greenbaum, Wolff & Ernst, attorneys of this city, said that it had brought out two interesting things, from a practical point of view. The first, he said, is that the creditors must rely on a statement to the effect that books are kept. This statement need not, as in the case recently decided, have been made to the creditor. It is sufficient if it was made to some reporting agency, and then relied on by the creditor. At all events, the debtor must have stated in writing that he keeps books.

The second is that the demand in writing for the inspection of the books cannot be made more than ninety days after the credit expired. In other words, within a period of ninety days after the due date of the bills in question the creditor must avail himself of the salutary provisions of this section of the penal law. This, he said, is a further incentive for diligence on the part of creditors.

Mr. Ernst also said that, from what had been heard in the last few weeks, it is anticipated that similar statutes will be introduced into other State Legislatures. He advises credit men generally to read the decision fully and carefully.

NOT "BIT," BUT "UTMOST."

"WHAT is your utmost?" is the slogan in a campaign now being conducted by farm papers in various States, particularly in the Pacific Northwest.

The idea behind it is interesting. When England went to war every person was asked to do his or her "bit." War was still regarded as a storm which would soon blow over; but the tragedy of Ypres quickly roused the British to their peril, and it was seen that they must do their utmost.

America is in the same position, and must do her utmost, and the farm papers conducting this campaign are publishing blank forms enumerating crops suited to their territory and asking farmers to indicate thereon what specific food staples they will plant this spring, and in what respect their acreage and also their planting schedules have been enlarged.

The response is very great, and serves two useful purposes: First, to interest farmers in actual increased food production; second, to encourage a careful survey of possibilities and arrange a comprehensive planting and breeding plan before the season begins. Incidentally, the letters received in connection with this campaign show how farmers are meeting labor difficulties,

using labor-saving tools, adopting soils to suitable crops, planting cover crops, follow crops, and the like.

"STOP THIEF!"

THE McKanna Cut Glass Co., Honesdale, Pa., caution dealers against the purchase of infringements of their "Rosebud" design, and at the same time serve notice of prosecution on the manufacturers of imitations. Stealing unprotected designs is so common as to have become almost a habit with some unscrupulous concerns. To purloin a patented one argues an insolent defiance of the rights of others that should meet with instant check.

POST PARCELS ENLARGED.

THE allowable weights of parcel post packages will be increased March 15. Packages when mailed in the first or second zones for delivery in the first, second or third zones may hereafter be as heavy as seventy pounds. They are now restricted to fifty. The weight limit for all other zones is increased from twenty to fifty pounds.

UNIFORM FREIGHT-MARKING ORDERED.

IN conformity with recommendations of Director General McAdoo, the Interstate Commerce Commission on Monday directed all railroads to observe a specified uniform system for marking freight consigned in less than carload lots.

This action is expected to facilitate freight movement and relieve congestion at many terminals.

OBITUARY.

HENRY O'NEILL, founder of H. O'Neil & Co., one of the leading dry goods concerns in this city for many years, died Monday, aged eighty-seven. Mr. O'Neill retired in 1873, and the firm became O'Neill & Adams, at Twentieth street and Sixth avenue, and later was merged with the American Dry Goods Co.

Herman Charles Diedrich Kern, in the toy business, this city, died at his home in Brooklyn on Sunday, aged fifty-nine.

BEFORE leaving the old position for a new one, consider whether there is more difference in the two than is represented by the mere added salary.



THE METROPOLITAN MARKET

POINTERS FOR BUYERS

EASTER GOODS.

Morimura Bros. have in stock ready for immediate delivery a lot of good things suitable for Easter—fancy china and earthenware flower-holders, bowls, hangers, containers, fern dishes, etc. The line of artificial flowers is in great variety, and there are decorative and art goods, both Japanese and Chinese, in profusion.

TWO EXCELLENT DINNERWARE DECORATIONS.

Visitors' attention at the salesroom of Geo. F. Bassett & Co., 72 Park Place, is immediately drawn to two new English dinnerware patterns that have been lately added to the comprehensive showing. One, known as the "Blue Marie," has a soft blue figured broken border with a quaint floral effect filling in the open spaces, a gold edge and decorated handles adding just the proper amount of life to the design, which is shown to excellent advantage on a very odd shape. This is an open stock pattern and is shown for early fall delivery. The other is called the "Nebraska," and is in 102-piece sets exclusively. This presents a novel arrangement in an ivory border relieved here and there by a wild rose cluster. A heavy gold edge and gold-decorated handles contribute greatly to its pleasing effect.

GOLD-ENCRUSTED STEMWARE.

A. P. Doctor is displaying at his showroom in the Albemarle Building, Twenty-fourth street and Broadway, a new design and shape in stemware from the Central Glass Works that gives every indication of enjoying a long reign of success. The pattern is an unusually rich gold encrustation in a wide band and line border, and the shape is extremely tasteful, with its graceful bulged stem and rather straight flared bowl.

A FAVORITE WITH CUTTERS.

From the Duncan & Miller Glass Co. Paul Joseph is showing at 92 West Broadway a line that is growing

in popularity with cutters by leaps and bounds. It is known as the No. 86 line, and consists of a wide-band, imitation chair-bottom cutting, employed in such a manner that plenty of plain space is left, to be filled in according to the ideas of each individual factory. The style is adaptable to an infinite variety of pleasing effects—much more so than most of the partially-completed designs gotten out for the same purpose. The assortment of items in which it is made is not large, but each is a good seller.

CUT GLASS VASES AT THIRTY-FOUR CENTS.

What is quite properly termed by the Horace C. Gray Co. a "merchandise flyer," and which presents an opportunity to the buyer looking for bargains in a market of soaring prices, is a special assortment of eight-, ten- and twelve-inch vases recently sent by the Diamond Glassware Co., made up of 204 pieces in many shapes and a variety of pretty light cuttings. The price of the vases figures out at thirty-four cents each; and it is needless to say that there are few buyers visiting this salesroom who do not include an assortment in their orders.

FOR BUYERS OF CUT GLASS.

The McKenna Bros. Sales Corporation, 1271 Broadway, are devoting an entire room to the exclusive display of the Camden City Cut Glass Co.'s line, which has been so enlarged and improved that it is one of the most comprehensive to be found in the market. An idea of its variety may be gleaned from the fact that there are no less than thirty-six patterns and shapes in stemware alone. The Libbey Cut Glass Co. has also sent the concern an array of new things in stemware presenting original conceptions in light cut and engraved effects fully up to the high standard set by this factory for individuality. There are also new deep cuttings in bowls, vases, etc.

Suggestions to Retailers.

TO buy goods carefully and well is the secret of good storekeeping. Keeping goods in fresh condition is an art. The same may also be applied to the care and pride taken in the selection of the merchandise offered the public.

The buyer who is forever trying to secure a lower price must give way to the man who knows the market and who is not afraid to back his judgment with the goods he confidently selects.

A good buyer knows when to stop buying. Over-buying causes top-heavy stocks and a lot of ills usually laid to dull business, but which as a rule can be traced to loss of confidence by reason of the fact that stocks are so loaded that it is impossible to show profits via the "turnover" route.

A good buyer must know the seasons and prepare for them in advance. He must not wait till the customers come into his store and demand this or that, then rush to the open markets in a vain attempt to buy that which more resourceful men are already offering the public. He must be "on the job," thinking always a little ahead of to-morrow. By so doing he leaves his mind and wits in such a condition that he is able to cope with problems as they arise.

Buying the right goods at the right time and at the right prices is the supreme test of a buyer's ability. He must be a just and keen observer not alone of his own local conditions, but those the country over, for what is in vogue in another section of the country will sooner or later be in demand locally. Of course this does not apply in every instance, but it does in the greater number of cases. For example, a certain merchant a few seasons ago visited the Pacific coast, where he found that now-popular instrument, the ukulele, in great demand—everyone was playing it. The merchant bought a reasonable assortment, had them shipped to his store, and awaited the issue. Sure enough, around the holidays, when most stores did not know anything about the article, this longsighted merchant placed them in his window and reaped a harvest.

A buyer should use every available means to increase his knowledge. Read and study the trade papers keep posted by interviewing all salesmen who take the trouble to call upon you, even if you cannot buy, as the boys on the road at times travel all night for the purpose of seeing you, and it is no more than fair you should give them a chance to show their wares.

First of all, sell to yourself. You can never be a good buyer until you believe, first, last and all the time, in the goods you offer your trade. This is no new

thought, but it is a truth many men have trouble to learn. If a certain class of goods is salable the buyer must know why it is, and its scope. He must be a merchant, a salesman, and, above all, a fair judge of human nature as applied to his customers. He need not worry much about getting "stuck". The present-day salesman will not "stick" a merchant or buyer, for he knows that if he does so he loses all chance of ever selling that account again. Buying goods does not consist in being shrewd or crafty; nor has the cunning buyer any advantage. It is the man who uses his judgment from the customer's point of view who makes the best merchant.

Foresight not alone causes sales to be made, but gives a store prestige. Customers get to know that if an article is to be had the Blank store will have it. Be that store!

Buy goods never so carefully, and display them with taste and wisdom; yet you will find something lacking if your store is not as spick and span as the inside of a bowl. A place for everything and everything in its place is the first principle of good storekeeping.

Dust, disorder and cobwebs spell ruination to any business. You may think your store is clean; but is it clean from a woman's point of view?

Just make this test: Have a good housewife call once or twice a week; tell her to find the dirt for you; and it's a safe bet she will find dust and disorder where you did not think it was possible. Over doorways, under counters, smeary glass and finger-marked paint, all must be taboo if you hope to take front place in the mercantile world. Remember, you sell to women. They buy at least seventy-five per cent of your wares. So be sure they are clean.

The good merchant knows, and the poor one will find out, that show cards and signs are potent factors in his business. The windows and counter displays lose half their power to attract if goods shown are not properly placarded. Be sure your show cards are clean and neat. Shun the home-made sign as you would the plaque. There is no surer evidence of slovenly storekeeping. Change them at frequent intervals, and if you hold a special sale of any kind, make a complete alteration. Abstain from the gaudy, vulgar and so-called "snappy" signs, such as "I have lost my head looking for better bargains than can be found at Blank's," with a picture of a headless man.

Remember that the fundamentals of good storekeeping are three: maximum profit, minimum expense, well-balanced turnover.



What the Potteries are Doing.



East Liverpool and Vicinity

While some improvement is noticeable in this district with reference to shipping, the entire situation is still governed by the embargo rulings.

At an added expense of not less than \$50 per car seven bulk cars were loaded on the Youngstown and Ohio River railroad siding here a few days ago, the ware having to be trucked from the plants to the siding. Although the firms packing these cars have Pennsylvania sidings, the company refused to furnish cars. If a connecting switch between the Pennsylvania and Y. and O. railroads existed these cars could have been packed at the warehouse doors instead of the ware having to be hauled in trucks at the rate of \$3 per hour. The fact that this expense was no deterrent shows that the pottery managers are quick to act when an opening is presented to make shipments.

* *

It is said that the United States Potters' Association has about decided to engage the services of an expert traffic manager, and to this end held a conference this week with the Lent Traffic Bureau, of Pittsburgh. This Bureau has also been engaged by the various glass associations. Numerous traffic problems remain to be worked out, both with reference to the receipt of raw materials and the shipment of finished products.

* *

The box car situation is rather acute. A few days ago the Potters' Mining and Milling Co. wanted two cars to load with flint for local plants. Only one was allowed.

* *

Henry Knoblock, general manager of the Potters' Co-Operative Co., who was confined to his home at Niles, O., for over a week on account of illness, has returned to his desk.

* *

Packing straw is now \$15.50 per ton—almost 100 per cent more than was paid two years ago.

* *

Buyers visiting of late were J. C. Olds, Portland,

Ore.; Joseph Moore, for Denver Dry Goods Co.; T. M. James, of the James Co., Kansas City, Mo.; E. Swasey, Portland, Me.; the Parmalee-Dohrman Co., Los Angeles, Cal.; John L. Pasmantier, New York; Bert G. Weaver, Decatur, Ill.

* *

The West End Co., here is in receipt of a car of Florida clay that was shipped October 1 last. Over four and a half months in transit!

* *

Homer J. Taylor, president of the the Knowles, Taylor & Knowles Pottery Co., is spending a season with his family in Florida.

* *

Operations are continuing steadily at the plant of the Cartwright Bros. Co. under Receiver W. T. Tebbutt, the concern having a large number of orders on file.

* *

The demand for hotel ware continues as active as ever. In fact, the potteries here are unable to take care of all the business offered. It is likely that one or two manufacturers will increase their capacity ere long, provided arrangements can be made.

* *

Suit has been filed against R. H. Jackson, Jay Jackson, Guy T. Jackson, Earle R. Jackson and others by the Colonial Trust Co., of Pittsburgh, to recover on a note for \$3,500 given by the Jackson Potteries Co. and payable by R. H. Jackson, and upon which the other defendants are endorsers. It is claimed the trust company purchased the note and that it was not paid at maturity. The Jackson Potteries Co. operated the former plant of the Ford City Pottery at Ford City, Pa.

* *

White clay properties at Charleston, Miss., are being developed by Mississippi investors, who have just incorporated the Southern Ball Clay Co. The company, which is capitalized at \$600,000, has been organized with the following officers: president, Garrett E. Lamb; secretary, W. S. P. Doty; treasurer, J. T. Thomas.

LIGHTING YOUR SHOW WINDOWS.

IN illuminating a show window the prime object is to make the display easily visible at night. Sufficient light must be provided not only to do this, but to set off the store from its surroundings as well, thereby attracting attention to the store, writes H. W. Mateer, an authority on the subject, in "Playthings." Since objects are seen by the light they reflect, instead of the light which strikes them, white goods do not require as much light as dark goods with poor reflecting surfaces, in order to be equally visible.

Lamps and reflectors used for window lighting should be hidden from the view of observers. This can be accomplished ordinarily by placing the units behind the over-hanging woodwork at the top of the window pane. If there is no such woodwork a draped curtain or a sign will hide the equipment from sight and allow light to be projected on to the goods from the most favorable angle.

Backgrounds in general should be soft in color, and of such a nature that they diffuse the light which strikes them rather than reflect it sharply. Bright lights and glaring reflections will attract attention to themselves rather than to the display, and tend to produce discomfort if watched for any length of time.

Where a large variety of articles are shown in a window, and the character of the display changes from time to time, it is good practice to provide a larger number of sockets than would be necessary for general illumination, and, by using different groups of lamps, light the displays from different directions, depending on the shadows and amount of light desired. In this way the lighting of the window becomes a tool of the window trimmer instead of a condition to be allowed for in decorating, and light and shade effects are added to his list of resources.

Color is, of course, one of the show-window dresser's most effective tools; yet full advantage is seldom taken of the possibilities in the rendition of colors. The color contrast in a display depends, among other things, upon the color quality of the light which is used. A ribbon is said to be red in the daylight because it absorbs practically all the other colors in the spectrum and reflects mainly the red. Under a green or blue light, in which red rays are absent, the same ribbon would appear almost black. Mazda lamps give all the colors of the spectrum, but their light contains relatively more of red and yellow rays than does daylight. Hence, these lamps emphasize the reds, yellows and browns, and likewise fail to bring out the blues and violets in their proper weight. By the careful selection of color screens, however, any color may be given emphasis. Thus, for instance, if it is desirable to emphasize the whiteness of goods on display, or to bring out the blues, a color screen should be used which will absorb a part of the excess red and yellow rays while freely permitting the others to pass. Blue-green glass

of the proper selection will do this, but if correct color value of the light and a high efficiency are to be obtained a thorough knowledge of color must be used in the selection.

The Mazda C lamp is the clear-bulb, concentrated-filament, gas-filled lamp. The Mazda C-2 is the same type of lamp, except that its bulb is colored to give the light a color quality equal to that of afternoon sunlight. This lamp provides the merchant with a means of putting daylight into his windows at night, and should prove to be a drawing card in the display of colored goods. As previously explained, the appearance of a colored article is affected by the color of light in which it is seen. Mazda C-2 lamps partially correct the excess of red and yellow rays present in the Mazda C lamps, thus rendering colors more naturally and adding to their attraction.

It should be emphasized that the problem of show-window lighting in its broadest sense is not merely one of getting light on the displayed merchandise; it includes the controlling of light direction and color. That the concealment of light sources and the use of reflectors is essential to all good show-window illumination is generally recognized, but to the principles of light direction and light color little attention has been given. Therefore, as these principles, together with the considerations mentioned heretofore, are better understood, a marked improvement in this art may be anticipated.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Decorator for well-known nine-kiln pottery. Permanent position. Good wages. Address A 160, this office.

SITUATIONS WANTED.

WANTED—Situation in china and housefurnishing goods. Have had experience as assistant buyer, stock keeper and packer. Can give best of reference. Address A 161, this office.

WARNING!

WE hereby caution the trade against the purchase of Cut Glass which shows an infringement of our "Rosebud" design, Patent No. 49219, Serial No. 91497 of April 15th, 1916.

At the same time we hereby serve notice on the manufacturers who are producing such Cut Glass that we intent protecting our interest to the fullest extent.

McKENNA CUT GLASS CO., Inc.

Honesdale, Pa., February, 1918.

CROCKERY and GLASS JOURNAL

NEW YORK, MARCH 7, 1918.

CONDITION OF TRADE.

New York The business situation in crockery and glassware is certainly perplexing. In some cases where buyers need goods the salesmen have nothing to sell—or, at least, cannot give immediate delivery—and the purchasers are loath to place import orders on top of those previously given, especially when no definite date is fixed for their receipt, and the price given as whatever may prevail at time of shipment. Notwithstanding, the demand for English wares is very good, and the importers are making a lot of money, although the volume disposed of is only about half what it was before the war. The high prices make the difference. And these high prices redound to the benefit of the retailer, who is making a bigger profit than he ever made before. It is much better to handle high cost goods than cheap ones. As we have argued time and again, the dealer who always wants goods at a lower price makes a mistake, for, as long as there is a demand, the higher the price the better for all except the consumer.

The manufacturers of glass are doing a good business and are fast catching up with their orders on some lines. If the improved freight situation continues and good deliveries are made it may be that they will be looking for business on all lines next fall. In such a case the foreign markets may interest them a little more than at present. But unless they have heeded our hints about cultivating foreign trade they may have some difficulty in landing it.

Retail trade in this city is improving. The

"March Sales" are very satisfactory, and the public is getting some bargains. In fact, the prices quoted on some dinnerware are less than the goods can be bought at wholesale. We have a suspicion that there is not a very large supply of these low-priced sets, and only the very earliest buyers will be able to get them.

Retail trade in the South is excellent. Not in years has the "Cotton Belt" been in such a healthy condition as it is now.

There is no question but that still greater sales would be made if dealers had the goods. Women do not like to take "something just as good." It often happens that they know just what they want, and nothing else will do.

East Liverpool and Vicinity A decided improvement in pottery shipments is noted, conditions being better now than for months past, notwithstanding the fact that the important gateway of East St. Louis, Mo., was embargoed. Orders are plentiful, and prices are holding firm. Merchandise is wanted as quickly as possible by all large buyers.

Pittsburgh and Vicinity Increased activity in buying was noted from the West during the week. The East is showing more or less apathy in this direction.

The demand for the general line of tableware is improv-

ing as the season advances. Road salesmen have been sending in good business, and mail orders have been more active than for several months. Trouble is still being experienced in obtaining stocks of raw materials.

BOSTON BUSINESS NOTES

EVERYONE was delighted when Fuel Administrator Storrow lifted the ban on opening and closing hours, and already things are back in their old rut and running smoothly. No further trouble is anticipated—if the weather man does his full duty. The large retail stores have suffered more or less from the restrictions, but the small ones were the worst hit. This is especially true of the stores in the towns and cities throughout New England which formerly kept open certain nights each week to accommodate mill employees and other workers. A noticeable revival of business is expected next week. The attempt to urge women to shop during the forenoon proved more or less of a failure.

H. Gordon Selfridge, proprietor of the famous "American Department Store" in London, brought a message of cheer to the members of the Retail Trade Board the other day when he was here. Mr. Selfridge said that merchants need fear no slump in trade on account of the war. Although there is great difficulty in securing the merchandise desired in England under present conditions, nevertheless his concern is doing more business than before the war. "To-day," he said, "I don't believe that we have a young man in our store; women run everything—and do it well, too."

Among the subscribers to the Retail Trade Board's special fund are Jordan-Marsh Co., Bay State Hardware Co., A. H. Howe & Sons, F. W. Woolworth Co., Houghton & Dutton Co., and C. J. Bailey & Co.

Word comes from Danbury, Conn., of the consolidation of the Danbury Hardware Co. and the Co-operative Furniture and Crockery Co. The combined capital is \$50,000. The latter concern's store is to be closed, and the business will be conducted at 249-251 Main street.

Woolworth's store at 2 and 4 Central Square, East Boston, was damaged to the extent of about \$10,000 by fire a few days ago, the stock suffering heavily.

Several in the trade attended the annual dinner of the Home Furnishers' Association of Massachusetts this week, when these officers were elected: President, Victor A. Heath; first vice president, B. A. McMahon; second, Frank Ferdinand; third, M. J. Sullivan; fourth, George L. Avery; fifth, Hugh McLean; sixth, Felix I.

Smith; seventh, W. H. Williams; secretary, A. E. Yont. Executive committee: C. E. Osgood, Boston; Jackson Caldwell, Somerville; Colonel H. L. Kincaide, Quincy; Henry B. Scofield, Boston; F. T. A. McLeod, Boston; Le Baron Atherton, Brockton; D. B. H. Power, Lynn; J. H. Clarkson, Waltham; John Brickett, Springfield; H. W. Harrington, Boston; Louis Lambert, Boston; Hiram Cushman, Attleboro; William C. Fuller, Mansfield; L. B. Fowler, Worcester; C. A. Curtis, South Boston; W. N. Snow, Plymouth; F. J. Caldwell, Somerville; Lewis Bonin, Haverhill; John M. Dempsey, Salem; Herman Adaskin, Springfield.

Frank W. Tully, of the Retail Board, and connected with the R. H. White Co., has been commissioned a major in the Ordnance Reserve Corps.

Vorenberg's, which suffered heavy loss last month from fire, is being refitted as quickly as possible, and as soon as this work is finished and the new stock is on the shelves and tables it will be reopened, probably about March 18. Felix Vorenberg, chairman of the trade's committee for the Jewish War Relief Fund has been most active in conducting the campaign to raise the \$500,000 fund, which already is nearing \$600,000 and "still is going." Nearly every firm in the crockery trade has contributed.

STROBEL & WILKEN CO. LEAD.

BELOW will be found a record of the sales of War Savings Stamps by the crockery, glass and allied trades up to March 2:

War Savings Stamps	Thrift Stamps
L. Straus & Sons	104 233
Lazarus & Rosenfeld	22 120
Herman C. Kupper	11 104
B. Illfelder & Co.	1 37
E. I. Horsman Co.	\$198.88 worth \$11 worth
Pairpoint Corp.	15 230
Strobel & Wilken Co.	\$1213.21 worth
J. Wedgwood & Sons	4 31
Wimelbacher & Rice	8 42
Morimura Bros.	413
Geo. Borgfeldt & Co.	53 133
J. H. Venon, Inc.	18
Ed. Craig (U.S. Glass Co.)	2 76

Additional agents secured are:
T. W. Williams, 25 Warren street.
E. J. Kraft, 85 Chambers street.
A. J. Fondeville, 85 Fifth avenue.
Takito, Ogawa & Co., 101 Fifth avenue.
George H. Kamoi, 47 Prospect Place.
Tate S. Yoshida, 624 Lexington avenue.
Tashjiar Bros., 3442 Broadway.
Handel Co., 200 Fifth avenue.
Wm. Kahn, 306 Grand street.
B. Shackman & Co., 906 Broadway.
Edw. Boote, 35 West Twenty-third street.



DISTINCTIVE ORIENTAL GOODS.

There is something about the lines displayed by the Pacific Importing Co., Fifth Avenue Building, that immediately strike the visitor as unique. No matter whether it is pottery, baskets, lamps, or any of the big variety of lines carried, they all have a distinctive touch. The concern recognizes the importance of carrying a large stock at its headquarters in Seattle for ready shipment to meet the exigencies of the times; hence there are few things shown at the New York salesroom that may not be had practically at once.

OUT OF THE ORDINARY.

A new line of light cuttings at the United States Glass Co.'s New York office in the Albemarle Building, Twenty-fourth street and Broadway, from the concern's Factory G, includes stemware, tumblers, sugars and creams, tall and squat style baskets, jugs and vases in several shapes. The designs are well executed, and the blanks on which they are shown are quite out of the ordinary.

SOMETHING NEW IN WHOLESALE TRADING.

Morimura Bros. are holding a "Special Sale." They have given over their second floor to this purpose, and have collected here something from nearly every department in the establishment. The goods offered are regular, but mainly odd pieces or only one or two of a kind. Included in the display are Japanese and Chinese porcelains, vases and ornamental goods, bronzes, teak and bamboo furniture, lamp mounts, brocades, madarin coats, draperies, kimonos, and a large variety of small articles, such as trays, bowls, and other useful and ornamental pieces.

GLASS SPOONS.

That glass spoons are giving satisfaction to and are firmly entrenched in the affections of many housekeepers is evidenced by the constantly-increasing de-

mand upon the Hirsch-Malgood Co., which finds it difficult to keep up with the call. The concern makes a spoon for almost every purpose, and has introduced so many pleasing dainty novelties in the line that women just simply cannot pass them in the retail stores without buying.

HIGH-GRADE TABLE GLASSWARE.

The Westmoreland Specialty Co.'s new line contains some charming decorative treatments and salable items. What is termed the "Bridal Stripe" design is carried out in a lightly-frosted glass, the beauty of which is further enhanced by garlands of flowers arranged in graceful festoons. A heavy matt gold edge adds to its richness. Every article on which it is shown is good. The dealer could pick with his eyes shut, and not go wrong. The full line is on view at the salesroom of the concern's New York representatives, the Horace C. Gray Co., Fifth Avenue Building.

STRONG LINE OF CUT GLASS.

The Saul Mfg. Co. are showing the strongest line of cut glass they have yet assembled. An engraved and illuminated flower with deep cut polished leaves, forming an all-over pattern, is one of the good things. There is also a display of light cuttings containing some interesting specials.

CUT GLASS AUTOMOBILE VASES.

The Liberty Cut Glass Works have just sent their New York manager, C. A. Weidemann, their new line of patented automobile vases. There are several neat designs in artistic cuttings. The vase is securely held in place by a strong spring which absolutely prevents rattling. It is easily removable for refilling with water, cleaning, etc., and a non spillable top keeps the water from splashing, no matter how rough a place the machine may go over. The mountings are of brass, finished in highly-polished nickel.

DAYLIGHT SAVING WILL HELP WIN THE WAR.

FIFTY-TWO reasons for the prompt passing of the Daylight Saving bill were given Congress in the report of the Committee on Daylight Saving of the United States Chamber of Commerce.

Expediting the training of the national forces, speeding up the production of the plants making war material, and increasing the production of the ship-building yards, are three immediate results of the daylight saving measure emphasized as most important from a military point of view.

Besides these, the substitution of a work hour at the beginning of the working day for a dark hour of artificial light at the end of the day brings advantages that are self-evident in the mere statement. It will relieve the strain at the time of greatest fatigue, improve working conditions, particularly in industries where accurate eyesight is essential, and materially cut down the number of industrial accidents which statistics show have most recently occurred in the late afternoon, when human efficiency is at low ebb. The lessened risk of accidents in transportation and local traffic handling, by moving the afternoon rush forward into daylight, is in itself more than sufficient justification for the passage of the measure.

All along the line daylight saving means increased efficiency in the improvement of the health, morals and social welfare of the twenty million workers of the country. Working girls will go home by daylight. Parents will have a new hour to spend with their children. Bills for gas and electric light will be cut down, and outdoor recreation will be stimulated. In this connection the possible increased gardening production through daylight saving is worthy of serious consideration.

Briefly sketched as they are, there will be seen in these things a far-reaching step toward the solution of many of the causes of labor unrest, and a practical constructive effort toward securing the full co-operation of labor in prosecuting the war.

Daylight saving means also an immediate reduction in the use of light and heat, with its attendant conservation of coal. More than 1,500,000 tons of coal a year is the estimated saving, even if the measure is in effect only for the shortest period that has been suggested; and the saving in fuel oils is equally impressive.

"Great Britain, France, Italy, Germany, and eight other nations, have adopted daylight saving since the outbreak of the war," says A. Lincoln Filene, of Boston, chairman of the committee that prepared the report for the United States Chamber of Commerce, "and in all of them it is a great success. In England the saving in the use of artificial light and fuel is estimated at \$2,500,000 for the summer months alone. In France the saving has been estimated to be ten per cent of the coal ordinarily consumed by the gas and electric under-

takings. Adopted as a war measure, it has resulted in such increased efficiency and such marked economy that there is no question of a return to the old ways after the war."

BUSINESS BRIEFS.

The Kress Five and Ten Cent Store, one of the finest brick buildings in Gainesville, Tex., together with a big stock of merchandise, was destroyed by fire recently. Loss, \$50,000.

* *

The hundreds of department stores scattered throughout New York State have been augmented by the incorporation of "The George C. Broadbooks," at Attica, with a capital of \$30,000. Incorporators: G. C. Broadbooks, W. A. Timmin, and G. L. M. Ireland.

TO SELL ENEMY PROPERTY.

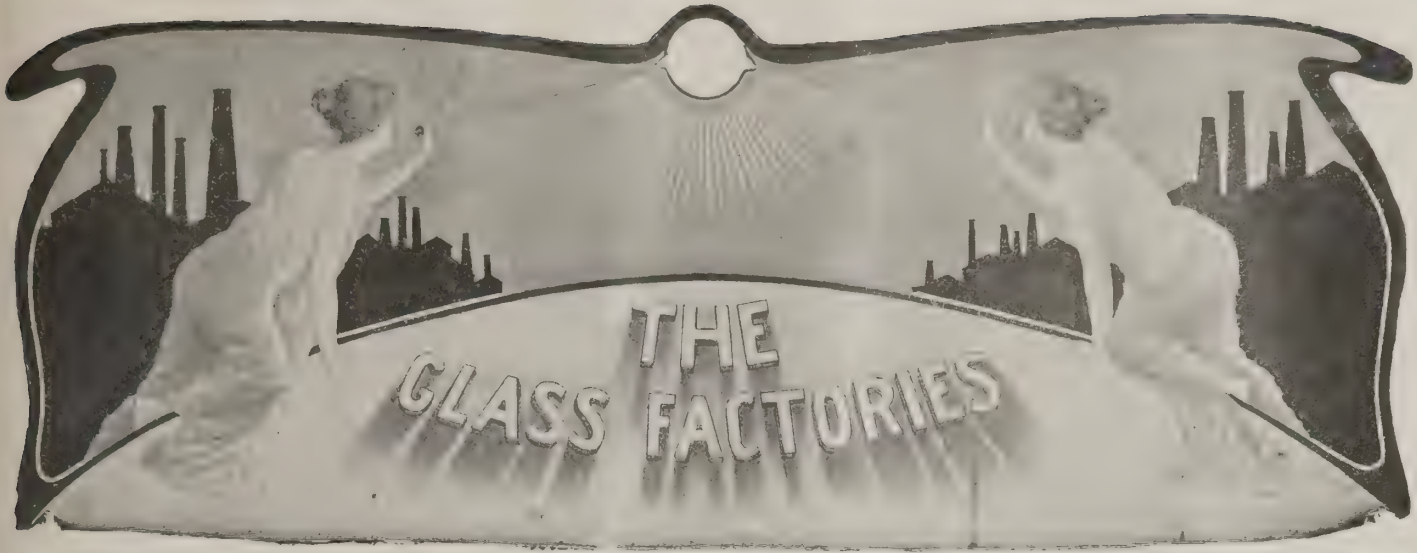
THE General Business Department of the Alien Property Custodian will come into possession of various business concerns, enemy owned, in this country, which will be put up on sale. Anyone interested in any business which may be offered should confer with the General Business Department, Room 1120, 111 Broadway, New York, from whom they can gather such facts as can be given at that time. Bona fide principals only need apply.

The above appeared as part of an advertisement in the daily press this week.

Joseph A. Bower, head of the department referred to, says that the negotiations between the Alien Property Custodian and the principals who desire to purchase will be conducted entirely in private, and that in every case the price demanded at the sale will be equal to the actual value of the property involved. In other words, he desires to have it understood that the sale of enemy property will not be a bargain-counter affair, wherein valuable interests will be sold off for almost nothing.

It was stated that the names of none of the concerns to be sold could be made public, because publicity of that nature would only tend to damage the value of the interests involved. Much of the property offered consists only of shares in concerns—shares formerly owned by alien enemies, but taken over by the United States Government under the Alien Property act.

Transactions began on Tuesday, when about sixty callers offered bids ranging for \$5,000 to \$1,000,000 for interests in different businesses. Details of the various offers cannot be made public at this time. The proceeds of all sales will be turned over to the Treasury Department for investment in Liberty bonds or Treasury certificates.



Pittsburgh and Vicinity

Sales managers report that Western houses show more activity in buying than do Eastern concerns. "The West is not hesitating, the buyers from that section looking to the future," said one. "The time is coming when the East will want merchandise and it cannot be had. The Western buyer is getting all he can, and wants it shipped as soon as made up."

Some very attractive orders have been placed within the past fortnight by the Government for pressed glassware for use in the navy, and immediate shipments are of course required. Quite a lot of this business was placed direct, although not a few orders were received through large jobbing interests.

Just as shipping problems were about righting themselves the Pennsylvania Railroad Co. last Friday morning announced that an embargo was ordered on all shipping on its lines east of Pittsburgh. This stopped the movement of glass to Harrisburg, Washington, Baltimore, Philadelphia, and other eastern points over this system. The Baltimore & Ohio railroad has also been refusing shipments for Washington. The eastern terminals have again become clogged.

The annual meeting of the National Glass Association will be held in the headquarters of the organization in the Conestoga Building here next Tuesday morning, when officers for the fiscal year will be selected. Notwithstanding President E. J. Barry, of Toledo, O., has announced his intention to retire after twelve years as the head of the Association, his re-election is predicted. Mr. Barry says that he "wants to be a high private," but the manufacturers are so pleased with his work that it is possible he will be prevailed upon to continue in office. During the afternoon there will be a joint conference with the workers, when the duration of the summer stop will be considered, and on

the following day a number of disputed factory questions will be discussed.

Among visiting buyers have been Miss Mann and Mr. Hubbel, for Marshall Field & Co., Chicago; Sid. Condit, Sedalia, Mo.; Mr. Koll, for Hamburger Co., Los Angeles; E. J. Gemmil, for H. E. Lewis Dry Goods Co., Denver; J. C. Olds, Portland, Ore.; Mr. Klilie, for American Glass Specialty Co., Monaca, Pa.

In order to start a lot of packed ware forward the Economy Tumbler Co., Morgantown, W. Va., a few days ago hired all the trucks available to haul the goods from the factory to the Pennsylvania railroad. It cost the company considerable; but the buyers were helped, and they will not forget the accommodation when placing new business.

Reuben Haley, assistant to the president of the United States Glass Co., has returned from a tour of all the Western plants of the company.

Report is current here that the Lee line of packets, operating between Cincinnati and New Orleans, is considering the plan of running also between Pittsburgh and the Crescent City. Glass manufacturers in the Upper Ohio Valley will be pleased should this arrangement be perfected, as it will afford a long-wanted opening for southern shipping.

The demand for pressed tumblers continues very active. Immediate shipment on new business is out of the question. On common tumblers a number of factories are sold up for months ahead.

Confectioners featuring Easter glass specialties are unable to obtain these lines in the volume desired. Manufacturers who have hitherto filled these novelties with candy report they cannot now secure a sufficient supply.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.
Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MARCH 7, 1918.

TO BUY, OR NOT TO BUY?

JUST now, when goods are scarce, the buyer is more in a quandary about ordering than about price. The question with him is, Shall I buy, or not? If he can get immediate delivery on anything he needs he does not hesitate. It is the future that bothers him. He has broken stocks which he cannot move because he lacks certain items. Perhaps he has orders in dating 'way back for these matchings, and because he expects them to be filled almost any day is loath to place orders for more until they arrive. As stated in this column last week, as soon as he places an order the amount is charged up to his department as cash paid out, although it may be months before he will get the goods; consequently, while he may be on a \$50,000 allowance he practically has only half that amount working, yet must turn his stock on the larger figure. At the same time he must guard against sudden and unexpected arrivals, for if by any chance (there is not the remotest probability of it) he should get all the goods he has ordered in a bunch he would be swamped. Still, he is confronted with the problem of the future.

It is cold comfort to tell him that from the present outlook it will be a long time before the factories, either here or abroad, will be able to fill their orders. It will take France and England years to catch up on pottery under the most favorable conditions that can come to them. Japan is producing her limit. Germany is out of it. The American potteries will probably be unable

to produce more than seventy-five or eighty per cent of their capacity for months—possibly a year.

Imported glass is hard to get, and in this also there is a big deficiency to be made up. The domestic situation is improving in the matter of production, and if the manufacturers can get fuel they will be able inside of a year to meet all wants. But there are many things which they cannot make fast enough and will not be able to produce for months in quantities sufficient to supply the demand.

Therefore the buyer should go on the principle that it will be difficult to get supplies for at least a year, and govern himself accordingly. In the case of lines that may be obtained readily, such as some kinds of glass, for instance, he will of course go slowly. On the other hand, where the shortage is acute he should buy liberally for the future.

PERSONAL.

It is a far cry from art goods and gems to mules; but not too far for the sweep of Walter M. Jaccard's knowledge. Mr. Jaccard is president of the Jaccard Jewelry Co., Kansas City, Mo., and at present a welcome visitor in New York utilizing part of his comprehensive mental equipment selecting high-grade china and glassware. He is a good talker, and—blessed possession!—has something other than the commonplace to talk about.

G. A. Weidemann, manager of the Liberty Cut Glass Works' New York office, spent the first half of the week at the factory, Egg Harbor City, N. J.

C. D. Lauer, president of the Sterling Glass Co., Cincinnati, O., is spending the week in town, making his headquarters with the Horace C. Gray Co., agents for the line here.

K. K. Denniston, buyer for the Purcell Co., Lexington, Ky., who has the faculty of making additional friends every trip, left for home last week after a ten days' visit in New York. His generous-sized orders were indicative of a thriving business in the Southern city.

Charles L. Wilcken, of Dela Croix & Wilcken, left on Monday for a trip through the New England States in the interest of the H. Northwood Co.'s line of glassware.

Word was received this week that Edward B. Hill, who for the past ten years has traveled the West as far as Portland, Ore., for A. H. Heisey & Co., will open a

permanent showroom about April 1 in Kansas City, Mo., where, besides the Heisey line of pressed and blown glassware, of which he will make a special feature, he will also represent two or three other lines. He expects to continue to travel his territory as usual.



After receiving news the early part of last week that Harry Summers, Western traveler for the Pacific Importing Co., was rapidly improving, the New York office was shocked to learn by a subsequent letter that he had died. Edward J. Hayman is named as his successor.



Ed. Craig, manager of the New York office of the United States Glass Co., left this week for Pittsburgh to consult with the heads of the concern. Mrs. Craig, availing herself of the opportunity to visit relatives in that city, accompanied him.



E. A. Gillinder, of Gillinder & Sons, Philadelphia, made a brief visit to New York last Friday for the purpose of consulting with local manager Paul L. Zoellner.



Albert Pick, of Albert Pick & Co., Chicago, was a visitor in town the first half of this week, leaving for home on Wednesday, when A. G. Hallgren, the concern's china and glassware buyer, arrived for his usual stay to place orders.



B. M. Griffith, factory superintendent for the Pittsburgh Lamp, Brass and Glass Co., was a visitor at the New York office of the company last Saturday.



J. Winkler, of the Pacific Importing Co.'s New York office, expects to get away next week for a trip through the South as far as New Orleans. This will be his initial trip through that territory, which is the only section of the country he hasn't covered during his experience on the road.



D. F. Richardson, formerly buyer for the retail department of Burley & Tyrrell, Chicago, has been in California for several weeks and is now at San Diego enjoying the beautiful climate, but will leave there March 19—destination not yet determined.



Frank R. Martin, of Detroit, arrived in New York on the 5th, as per schedule, and is registered at the Claridge.



Richard Townsend, a salesman of wide and very successful experience, has been engaged to assist Paul L. Zoellner, manager of Gillinder & Sons' New York office, in covering the trade of the metropolitan district. Mr. Townsend comes to the concern with a record for

achievements in salesmanship which entitles him to a place in the front rank, and he should prove a decided acquisition to the selling staff.



Ensign Langley Hawthorn, who has been enjoying a two weeks' furlough prior to his new assignment in the navy, returned on Wednesday after dividing a several days' visit between Atlantic City and his brother Guy in Philadelphia.

BRACE UP!

WHILE the trade is disposing of a fair amount of war saving stamps, the sales are not in proportion with those achieved by other industries. Everybody is of course willing to help, but there is possibly so much regular business at present to engage their attention that some agents are not using their best endeavors in pushing sales. The returns so far are not as great as expected, and we have been requested to ask that a little more vim be put into the disposition of these stamps.

We believe that it is only inattention that has made this request necessary, and that when it is realized that the crockery, glass and allied trades have not come up quite to the mark there will be a bracing up. Heretofore they have led in all patriotic measures, and there is scarcely a doubt but that they will continue their enviable record.

THE WAR AFTER THE WAR.

THE Chamber of Commerce of the United States reports a vote of 1,204 to 154 in its referendum regarding an economic boycott to control German armament when peace is established. The overwhelming sentiment among 1,000 local commercial organizations is that Germany should be threatened with "disastrous economic war" in order to obtain one chief object of this war. The particular local interest in the point is that New York's leading commercial organizations are in the negative of that proposal. Its chief strength is found among those who perhaps are not putting their full energies into winning this war.

"If this war is won," says the "New York Times," "there will be no need of an economic boycott for any purpose. If it is not won, the economic boycott would be useless for any purpose. Every issue which can be imagined, political or moral or economic, is bound up in this war. Talk of an economic boycott is futile against the mailed hand which holds a sword that knows no scruple. We should have to learn the economic boycott from its first principle, as we are learning war from the professors and practitioners of

poison gas and child murder. When this war is over we shall have had enough of war of any sort, and Germany will have had too much. Peace on earth, good-will to men, is our preference, and that is the reason why we are in this war.

"When peace returns there will be no need to limit Germany's armament. She will be disarmed and handcuffed against evil deeds, provided those voting for the boycott do their duty as those are doing it who vote against the boycott, and from no friendship for Germany. When the moral world is done with Germany the will to survive on the ruin of others will have been taken out of her, and the desire for an excessive armament will be controlled better than by any boycott."

AT CHICAGO.

THE volume of sales, both wholesale and retail, compare favorably this week with those of the same period last year. The railroad situation is becoming better, and everything points to a good spring season.

On account of the death of John Edwin Scott the wholesale and retail stores of Carson, Pirie, Scott & Co. were closed on Tuesday, the day of the funeral.

Ira A. Jones, of the Ira A. Jones Co., left last week on a visit to the factories represented by the company.

Earl W. Newton is calling on the trade in Minneapolis and St. Paul this week, and E. E. Ault is visiting the Middle West territory.

Charles Kroncke, traveler for the Gragg-Mielke Co., left last week on a trip through Michigan.

T. T. McGill, buyer of glassware from Wenatchee, Wash., was in the city last week.

Miss Ella Brennan, buyer of crockery and glassware for Rothschild & Co., left for the East this week.

Melville G. Holding, secretary of the Western Glass Jobbers' Association, and well known in the trade, died suddenly of heart failure last Saturday morning, aged sixty-two.

L. F. Gilman, buyer of crockery and glassware for the Boston Store, Milwaukee, looked over factory lines here last week.

The unloading of shipments of crockery and glassware is hustled here these days on account of the increased demurrage charges which recently went into effect, and also because of the fact that the Chicago

Association of Commerce is showing a disposition to enforce the prompt unloading order as a patriotic duty. The newspapers are "publishing" wholesale houses which "hog" cars and prevent the other fellow from using them by allowing them to stand three or four days without unloading.

Samuel Amberg has been engaged by F. B. Tinker, representative of the Westmoreland Specialty Co., to travel in Western territory.

W. G. Riley, Gary, Ind., was in the city last week buying glassware.

Thos. Bntcher, who has been at the Hotel Sherman for several weeks with the lines of the Central Glass Works, is now on the road.

J. M. Boring, representative of the Crooksville China Co., recently returned from a Northwestern trip.

Archibald Hill, buyer of crockery and glassware for the J. P. Ryan Co. Flint, Mich., was here placing orders last week.

John Jacklin, buyer for Harris, Emery & Stone, Des Moines, Ia., was in the city looking over merchandise.

George Mitchell, president of the Pope-Gosser China Co., Coshocton, O., was a visitor in the city during the week.

R. J. Marsh, who buys for Wellford Bros., jobbers of crockery at Mt. Carmel, Ill., was calling on the trade last week.

Dave Saunders spent a day in St. Charles, Ill., at his cutting factory last week.

Ben Pritchard, representative of the Eagle Glass and Mfg. Co., passed through the city last week, bound for Iowa.

J. E. Shephard, sales manager of the Macbeth-Evans Co., was among the out-of-town visitors.

Tom Gill was in Chicago last week placing orders for Emery, Bird & Thayer.

Takito, Ogawa & Co. have received at the Chicago warehouse some new samples in the fancy art line of dry goods recently added to the general line. The company's showing of Japanese toys will also be very strong during the next few months.

Improvements which are being made in the crockery and glass department at Hillman's are progressing in a satisfactory manner.



What the Potteries are Doing.



East Liverpool and Vicinity Trouble is now being experienced in obtaining adequate express service here. Officials of the Adams Express Co. says that the situation

is due to the inability of the Pennsylvania Railroad Co. to furnish cars. While a few packages of pottery go forward daily, hundreds are at the express offices awaiting shipment. Such a condition has never before been experienced here. * *

During the high water in the Ohio River here last week a wharfboat containing a lot of raw material being shipped by the Roessler & Hasslacher Chemical Co. to the McNicol Pottery Co. at Clarksburg, W. Va., was seen to be sinking. The material was taken from the boat and placed on the wharf, but rising waters reached and flooded the packages, causing considerable damage. * *

The Thompson Pottery Co. a few days ago started to lay in a large supply of coal. They were caught short the past winter, and will take no more chances. The storage of fuel will be continued until all available space is occupied. * *

It is expected that the engagement of the Lent Traffic Bureau's services, referred to in our last issue, will result in straightening out many traffic tangles. These have at times been so involved that the individual manufacturer has been utterly unable to make headway against them. Mr. Lent has rendered considerable service to the glass associations and glass sand shippers from time to time, and will no doubt prove of equal benefit to the potters. * *

Robert T. Hall, president of the Hall China Co., has gone to Pinehurst, N. C., for a fortnight on the golf courses. W. E. Wells and Marcus Aarons, of the Homer Laughlin China Co., are also spending a brief season there. * *

Among buyers visiting this market of late were Sid. Condit, Sedalia, Mo.; W. J. Alexander, Troy, N.

Y.; Mr. Moulter, for the C. H. Little Co., Freeport, Ill.; Mr. Linn, of Linn & Scruggs Dry Goods Co., Decatur, Ill.; Horace Phillips, for W. J. Petee & Co., Oklahoma City. * *

On account of its steadily-increasing business, the Smith-Phillips China Co. has awarded the contract for an additional glost kiln, and construction will start as soon as possible. The concern is also drilling for gas on property near the plant, and indications point to the finding of a pocket. Trace of oil has also been found. * *

The shortage of packages continues. Casks, barrels and crates are more scarce now than for many months. * *

Scarcity of flint and spar, and also Florida clay, is reported. Casks of the latter shipped from the South in December have not been delivered, and in some instances all trace of the cars has disappeared. * *

East St. Louis, Mo., was embargoed last week, with the result that a lot of ware packed and ready for shipment is being held up in local warehouses. West and Southwest packages have been going through this gateway. * *

Demand for hotel ware continues active. Orders are as brisk as ever, and the entire line is in active demand. Nothing is being placed in stock, the ware being shipped direct from the kilns. * *

W. L. Smith, of the Taylor, Smith & Taylor Pottery Co., has left for the South for an indefinite stay. * *

A short time ago there appeared in the list of new incorporations formed in New Jersey that of the James Shaw Pottery Co. The mind at once connected this with a well-known house in New York, but inquiry elicited the statement that this concern knew nothing about it. It has since developed that the James Shaw mentioned is the secretary of the Canonsburg (Pa.)

Pottery Co. and that he had bought the plant formerly operated by the Morris China Co. of Trenton. It is announced that the latter will continue its business at some other place.

PRICE-FIXING RIGHT DENIED.

A DECREE limiting the rights of a patentee to control the resale price of an article was rendered on Monday by the Supreme Court of the United States, which held that a patentee, in selling his article to another, could not reserve the right by contract to fix the price at which it was later to be resold.

This interpretation of the patent laws was made by the court in answering questions certified by the lower courts in injunction proceedings restraining the Boston Store, of Chicago, from selling records in violation of a contract made with the American Graphophone Co. for less than official list prices.

The opinion is of vital importance, affecting not only 5,000 dealers in graphophone records bound by similar contracts, but thousands of dealers in many articles the resale prices of which are fixed by the manufacturers.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under, "Personal," the following buyers were reported in the city this week:

C H Clark, c, s, hf, Howland Dry Goods Co, Bridgeport. 404 Fourth ave.
 Max Bloom, hf, Newport News, Va. Grand.
 M Walsh, hf, Strawbridge & Clothier, Philadelphia. 230 Fifth ave.
 Miss M A Kelly, c, g, MacDougall & Southwick Co, Seattle. 23 East 26th.
 E F Liemer, t, Besser's, Buffalo. Marlborough.
 M Heller, s, Golden Eagle D G Co, Denver. Albert.
 H A Koll, hf, c, A Hamburger & Sons, Los Angeles. Flanders.
 J H Moser, t, Kline Bros, Altoona, Pa. Breslin.
 H Gernsbacher, hf, Gernsbacher Bros Co, Fort Worth, Tex. Breslin.
 A R Willauer, c, g, hf, L Samler, Lebanon, Pa. Bristol.
 J Kohnfelder, hf, c, E Schmit, t, Kaufmann & Baer Co, Pittsburgh. 404 Fourth ave.
 C Sawyer, c, g, J C Sawyer Co, Boston. Imperial.
 I Nathan, c, Nathan-Dohrmann Co, San Francisco. Wallick.
 F L Sturtevant, hf, Forbes & Wallace, Springfield, Mass. Continental.
 C E Myers, c, Fries & Schuele Co, Cleveland. 404 Fourth ave.
 H Pund, hf, W R Moore D G Co, Memphis, Tenn. 256 Church.
 R S Kaufman, c, g, Wilkesbarre, Pa. Collingwood.

M D Bram, hf, s, t, Baltimore Bargain House. 470 Fourth ave.
 C J Dooley, c, Cowell & Hubbard Co, Cleveland. Claridge.
 Miss K L Lugin, t, Jordan, Marsh Co, Boston. 432 Fourth ave.
 H C Veir, t, Los Angeles. Latham.
 Mr Fishgall, g, Sanger Bros, Waco, Tex. 19 East 22d.
 A H Baum, hf, M Goldberg, Washington, D C. Cumberland.
 F G Brost, l, J N Adam & Co, Buffalo. 2 West 37th.
 A Noon, c, g, hf, M Nathan & Bros, Johnstown, Pa. 72 Madison ave.
 J W Power, hf, Sage, Allen & Co, Hartford, Conn. 404 Fourth ave.
 C F Kempf, hf, Bullock's, Los Angeles. 95 Madison ave.

REFUSES TO CARRY FREIGHT.

THE Adams Express Co. has notified The Merchants' Association that in order that it may handle its business promptly it has found necessary somewhat drastic action in the way of embargoes to limit the amount of freight.

The following instructions have been issued to the operating heads of the company:

Effective at once, embargo all carload business or shipments requiring a separate car, also all pieces weighing in excess of three hundred pounds, originating at or destined to any office east of Chicago or St. Louis and north of Ohio and Potomac rivers.

Government shipments, food products, drugs, medicinal, surgical and Red Cross supplies excepted.

The term Government shipments will include anything on a Government bill of lading or when consigned to a department of the Government or the movement is requested by an officer of the Government.

These restrictions are rendered necessary in order to enable us, with limited equipment available, to successfully handle Government shipments and food products, and care should be taken to diplomatically explain situation to all patrons.

In explanation of the above action the company says:

1. It is giving and must afford preference to Government shipments, the express service being largely availed of in the handling of all kinds of Government supplies.

2. The disadvantages of the situation have been enhanced by a material shortage in express equipment due to the use of baggage and express car equipment for troop movement and other Government purposes.

3. A large volume of traffic has been diverted to the express companies that would ordinarily move by freight, thereby forcing a demand upon the express companies in excess of their ability to handle.

4. They have been called upon to move almost every conceivable character of freight, and in many instances neither their cars, wagon equipment nor men are adapted to the handling thereof, and this business thus thrust upon them has brought about congestion at terminals, transfer points, etc.

The company, therefore, believes it necessary to restrict the volume of business which should move through other channels in order to provide proper service and facilities for the handling of legitimate express traffic and food products.

GREENHUT'S TO QUIT.

THE trade was not altogether unprepared to learn on Wednesday morning that the Greenhut Co. had decided to liquidate. Accompanying the announcement was the statement that creditors would be paid in full and a surplus would be left for stockholders. The stock will be sold at retail as rapidly as possible. It is reported that negotiations are pending for the sale of the real estate to the Government, for use as a quartermaster's depot.

TO DISCUSS THE TRADE ACCEPTANCE.

AT the next meeting of the Crockery Board of Trade, to be held April 10, "The Trade Acceptance" will be presented as a topic for discussion.

President Wm. F. Dorflinger has appointed Edward F. Anderson, Henry Witte and Gilbert M. Smith a committee to study the subject of the trade acceptance as it applies to the members of the board.

SELFRIDGE SHOWS US HOW.

IN the Selfridge department store of London, one of the largest retail establishments in England, hangs a list containing the names of more than 1,000 men. It is the store's roll of honor. Some of the men are serving on ships patrolling the North Sea, some in Egypt, some at Saloniki. Several made the last sacrifice at Gallipoli. Others have found resting places in Flanders.

With the going of these men, and hundreds of others from the stores, British merchants came face to face with one of the chief problems of the many that war had called on them to solve. It was imperative to fill the vacant places, unless business was to suffer, and at the same time means had to be found to keep happy the men who had gone to the front. How this was done was related the other day by H. Gordon Selfridge, now visiting New York.

"Women helped us to solve both parts of the problem," he said. "From the labor end, they have taken over all kinds of work formerly done by men. We have women elevator runners and women window cleaners, and we have as motor drivers the daughters of Colonels and Generals, now in active service at the

front. Women have also helped us find the solution of the human side of the situation. One case is not very different from that of many others. Whenever a young man has 'joined up,' he is questioned by one of our executives. His economic condition is learned. He is asked if he has a wife, and if he has children or any other dependents. In a friendly and unobtrusive way his circumstances are investigated—how much he has saved, and all that sort of thing. When all this information is in hand his remuneration is fixed by the house at a point which will let him go to the front with a mind unburdened of worries.

"The best part of it all is the spirit shown by the other employees. Without my knowing anything about it, our people got together and formed a committee. After its organization was completed this committee came to me and said:

"We are making small contributions because there are some families, perhaps, which need a little extra assistance, help that cannot come properly under the head of allowances by the house. We also propose to call on the families of the men who have gone and see if things are running smoothly with those they left behind."

"They were as good as their word. They made their contributions. The house made its contributions to them, and they faithfully played the part of the Good Samaritan. They have not done it in a patronizing way, but in a way that lightens the heart and makes the recipients of their thoughtfulness believe all has not gone wrong with the world.

"When the anniversary of the death of one of our boys comes around, the people in his department make up a collection and buy a wreath to crown the roll of honor for that day.

"Another thing we do that has a touch of human nature—and I pass the idea on to American merchants for their consideration—is to send a weekly letter, a personal letter written by one of the store's executives, to each of the young men fighting freedom's cause. Wherever he may be, whether in Malta or in a training camp on Salisbury Plain, this weekly letter goes to him, and has gone ever since the war began. It tells him all about the movements of the house; and it makes him feel that, no matter how long he may have been away or how far away, he has not been forgotten.

"We have, too, a little newspaper, and every issue is largely given up to news about men who have gone to the front. Often it contains pictures of men who have been killed, or who have won medals of honor, or interesting letters from the soldiers. Copies of these papers are sent to every employee in the service.

"To those who may be worrying about what peace will bring for the thousands of young Americans in the army and navy, whether they will be content to return to their former positions and ways of living, let me say this: In the first few months of the war our men talked

enthusiastically of life in the open air. 'This is glorious,' they said; 'no more indoor work for us. We have had enough of that kind of thing.' But at the end of three years and a half of war I have yet to discover one of our men who does not want to come back to his old job the very first minute he can return with honor. They are ready to pick up the threads of their old lives at the exact points they were broken."

Another part of the wartime experiences of an English business man that Mr. Selfridge related for the benefit of American retail merchants concerned the selling of war-savings certificates.

"When the British Government first issued these certificates," he said, "our house, along with all the other merchants of Great Britain, began to look about for plans to help the work. Particularly were we anxious to stimulate the buying of certificates among our employees; and the plan we finally adopted, while not strictly according to Hoyle from the legal point of view, was very effective.

"We said to our people: 'We would like to be instrumental in selling more war certificates. You buy the certificates, and give us the numbers. We will have a little lottery, and out of a thousand we will give to the winning number fifteen certificates, ten to the next winning number, and so on.' We have the drawings every week. Already we have disposed of more than \$100,000 worth of certificates to our employees at a comparatively small cost to the house. All the bonds are bought on the partial payment system, and as fast as the payments are completed the owners become eligible to participate in the drawings. Not only has the plan worked out very well, but it has furnished to the movement a certain 'zip' that is very desirable.

"In relation to the war bonds of the Government, we decided to operate a similar plan on a larger scale. In this event the capital prize was £5,000, or, roughly, \$25,000. My neighbors, Harrod's, offered about 1,500 guineas in premiums to buyers of £5 war bonds. It was a good thing, and, with the usual American quickness to see the value of an idea, we came out in the afternoon and offered £5,000 on the same principle.

"It took a little time for the London public to catch on to the thing, but when they did they came rushing to the store like leaves driven before a strong wind. Our place was so crowded with people that in five days we sold about \$17,000,000 worth of bonds. The prizes were drawn by Mrs. Lloyd George, and the enthusiasm proved beyond doubt that the premium bond, or the semi-lottery, would bring out the money. Even at that, there are people who don't think the plan is strictly moral. But the fact remains that people bought bonds and the Government got the benefit.

"In spite of the fact that the plan cost the store considerable money, about \$35,000 for clerical help alone, it was a profitable proposition from a business point of view. There was no thought of profit in our

minds when we began the work; it just came of its own accord. People bought bonds, and they bought merchandise as well, with the result that though the proceedings took place in the middle of the Christmas season—any retail merchant can appreciate what that means—we did much the largest Christmas business we had ever done. Happenings such as these should convince the merchants of this country that the end of the world has not come, and that business, properly conducted, will thrive amid the rigors of war."

Mr. Selfridge repeated that if the trend of the retail business in this country should follow that of England during wartime American merchants could not hope to continue doing a big business in luxuries. But he said that the increased sale of staple merchandise would more than offset the decline in luxuries.

FOR THE WEARY BUYER.

IN "A Cure for Curables," at the Thirty-ninth Street Theatre, a four-act comedy, with the action laid in the Blue Grass country, William Hodge essays the role of a young Kentucky physician who inherits a rest cure sanatorium with the provision that he must cure ten patients within one month or forfeit it to another physician. There is a happy romance woven in the plot, which also concerns an intriguing under physician who hopes to inherit the sanatorium on the other's failure. As the time limit grows shorter the young physician skilfully manages to effect the necessary "cures," and the institution, including the daughter of a wealthy patient, is his by conquest.

Lee Shubert, the producer, has surrounded Mr. Hodge with an excellent cast, and the visiting buyer seeking rest and amusement after his day's work cannot do better than spend an evening at this attractive playhouse.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Decorator for well-known nine-kiln pottery. Permanent position. Good wages. Address A 160, this office.

WANTED—Lighting glassware salesman; metropolitan district; must be experienced; of good address; have established trade; salary basis. State experience, present employment, salary wanted. Information strictly confidential. Address B 1000, this office.

SITUATIONS WANTED.

WANTED—Situation in china and housefurnishing goods. Have had experience as assistant buyer, stock keeper and packer. Can give best of reference. Address A 161, this office.

CROCKERY and GLASS JOURNAL

NEW YORK, MARCH 14, 1918.

CONDITION OF TRADE.

New York The import season is practically over, though there are some big buyers yet to come. It will go on record as the shortest season ever known, with probably the smallest volume of trade ever booked at this time of the year. The number of visitors was as large as usual. In fact, in one week we recorded more buyers in town than ever before. That the orders were smaller was not because goods weren't needed; but for the reason that so few houses had anything to sell; or, to put it in another way, because few importers could tell when they would be able to deliver, and buyers with big orders already booked would not duplicate. They only ordered small lots to even up. Anybody with anything to sell for immediate delivery had no difficulty in disposing of quantities of goods. As an instance of how badly dinnerware was wanted, buyers went to the little East Side jobbers, taking anything from firsts to thirds and "run of kiln" at the jobbers' own prices. The Japanese importers carrying stock have had a big business.

The domestic potters are getting all the business they can handle, and a little more. Production is increasing, and there will be smooth sailing when the transportation situation clears.

The demand for glassware is getting active again, particularly on what are known as "summer goods." The shortage of common tumblers continues. Like teas in the crockery trade, there never seem to be enough to go around. Thin blown goods are a little

scarce, but there seems to be an ample supply of cocktails and whiskeys, with a very good prospect of there being no demand at all for either these or any other glasses made for intoxicating liquors. From present appearances the whole country is going "dry" before many moons.

Retail trade in New York is only fair. There is a noticeable falling off in the call for expensive wares. Few people seem to want high cost goods this year. All over the country the big cities show less activity than the smaller ones. In mining towns and all places where munitions or raw materials going into munitions are produced business is remarkably good. And well it might be when one thinks of the big wages common as well as skilled labor is getting. In the large cities, where clerks and small-salaried men are the big consumers, there is a difference. These men are getting little or no more money, but are paying almost double for everything they buy. And the rich feel poor because they are contributing a large percentage of their income to the Government—some of them as much as sixty per cent.

Travelers are starting out in goodly numbers, and everything points towards a good business for them, for the buyers who came to market and left small orders will undoubtedly see the wisdom of placing liberal orders for the future. In the last few years dinnerware has sold much better on the road than in the warerooms, buyers having fallen into the habit of consulting their

salespeople in this matter—a policy which is open to debate.

East Liverpool and Vicinity

While pottery manufacturers say that the receipt of orders shows no decline, manufacturing problems are more complex than ever. Shipping continues uncertain, and the receipt of raw materials is equally so, while the shortage of both skilled and unskilled labor is being felt more or less in the different plants. Production was curtailed the latter part of last week on account of cold weather, when no kilns could be lighted.

Pittsburgh and Vicinity

Labor in the glass factories in this territory is becoming more difficult to obtain, and manufacturers are of the opinion that as the season advances and further inroads are made by the Federal draft the working forces will be further decreased. Orders for general lines are showing more activity. Tank glass is in exceptional demand. Blanks are active, as is also decorated blown ware. The Western trade is upholding its record of buying more liberally than the Eastern. Southern orders are normal.

OBITUARY.

ELISHA J. STEELE, former vice-president of the Coe brass branch of the American Brass Co., died at Torrington, Conn., March 10, aged seventy-four.

Samuel Wiley, aged forty, kiln fireman at the plant of the D. E. McNicol pottery at Clarksburg, W. Va., died after a brief illness. His body was taken to East Liverpool for interment.

TOY SALES REACH NEW HIGH RECORD.

TOY buyers continue active in the local market, and it is asserted that the business done here in this merchandise in the last four or five weeks has been by all odds the largest ever. Both wholesalers and manufacturers' agents say that while a nice business was done last year, it hardly "holds a candle" to that done so far in 1918. Dolls, games, playhouses, mechanical and construction toys, various kinds of self propelled "cars" and similar merchandise all have shared in this business.

The increased sales of American dolls are accepted as recognition of the rapidly-improving art of the domestic makers.

War toys are said not to be as active as they might be, though opinions do not exactly agree on this point.

GIMBEL'S TAKES GREENHUT STOCKS.

FOLLOWING the announcement that the Greenhut department store was to go out of business came the statement that Gimbel Bros. had purchased the stocks, which are said to have a value in the neighborhood of \$2,400,000, and had made arrangements to take over all the Greenhut employees who wished to go with them.

HERE'S ENTERPRISE.

THE following letter from our old friend Nick Muessig tells its own story:

EAST LIVERPOOL, O., March 8, 1918.

Editor CROCKERY AND GLASS JOURNAL:

Chain letters are among the things we read by compulsion, and criticize from the cussedness of habit. This is not because the chain letter is bad; but because it has been abused. Used rightly, this chain letter can be made a mighty link of loyalty.

Enclosed is a Government Thrift Card with the first stamp in place. Buy the stamps to fill it out yourself, firm and right in your conviction that this letter will grow to be of powerful use to Uncle Sam. Then go to the Post Office. Buy five 25-cent Thrift Stamps and ask for five Thrift Cards. Put one stamp in each card and fill out the blanks with the names of five of your friends. Write them each a letter like this on your own stationery. Send your list of names to the War Savings Committee, 51 Chambers street, New York City.

Let's get action on this. It's one of our ways of getting "over the top."

Yours to serve and save,

C. NICK MUESSIG.

THAT BASEBALL FUND.

THE fund for baseball equipment to be sent to the front was augmented last week by \$187 contributed by the crockery trade. This was acknowledged as follows:

WASHINGTON, D. C., March 9.

MR. JOSEPH HURD, care of Wm S Pitcairn Corp., 104 Fifth ave., New York.

MY DEAR MR. HURD: Yours of the 8th instant enclosing check for the Ball and Bat Fund has been received, and I thank you more than I can tell for the interest shown in this work. I want you personally to thank every one of the contributors.

Yours very truly,

CLARK C. GRIFFITH.

In addition to the letter was a card reading as follows:

Mr. Clark C. Griffith thanks you cordially for the good will which prompted your donation, which has helped to reassure him and keep him in heart.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

The activity in Government buying is very marked just now. The various Departments are not only ordering special work, but are placing very liberal orders through large jobbing interests for general lines for both the army and navy. Washington has not confined its business to a few glass manufacturers. A general distribution of favors has been the rule since the first of the year. The contracts usually call for a certain amount of goods to be furnished monthly until the total has been delivered. This business is of course taking first call on the order files.

The first strike of boys in glass factories this year is recorded. They were out for four days before the trouble was adjusted. Higher wages were wanted—as usual. Such incidents are expected in the spring. This year they are rushing the season.

E. T. W. Craig, manager of the New York office of the United States Glass Co., spent the latter part of the week at headquarters in conference with sales manager George Dougherty.

Buyers visiting the district of late were Mr. West, for the Powers Mercantile Co., Minneapolis; Mr. Royer, Spokane, Wash., and Mr. Gowing, for the American Glass Casket Co., Oklahoma City.

A shortage of cooperage exists here, and re-coopered stock is being bought in large volume. Prices for this are about equal to newly-made stuff.

Manufacturers of tank glassware are exceptionally busy. It is said that not one idle tank exists in this territory.

A decided improvement is reported in the making of shipments into Western territory. Southern shipments of glassware from this district are now being made through the Cincinnati gateway, while Eastern and New England consignments are going via the Buffalo route. The Pennsylvania route east is closed,

which prohibits shipping to Washington, Baltimore, and other points in that territory. No trouble is being experienced in making shipments through the Chicago route.

No more does an export license have to be obtained before glass can be shipped to Canada. Porto Rico is also open to shipping without first obtaining an export permit. Cuba and Mexico, however, still require licenses before ware can be forwarded into those countries. A very liberal volume of business is being obtained from Canada and Mexico just now, with the former in the lead and wanting merchandise as soon as possible.

Activity in lamp buying continues, and from some jobbing interests larger orders have been received than at this time a year ago. Selling lists are higher, but the increase is only in proportion with that on other lines.

"While there is very little scheme business moving, compared with a year or two ago," said a glass manufacturer this week, "a number of buyers are continually trying to get merchandise. The trouble lies in the fact that they have a certain limit on purchase price, and the goods they want cannot always be had for that."

Considerable activity is noted in the demand for soda fountain and confectioners' glassware. During the past fortnight quite an increase in new orders has been reported. On account of shipping problems a good many buyers have been ordering immediate requirements forwarded by express.

John W. Donahey, formerly assistant manager of the Ft. Pitt Hotel, later transferred as manager of the William Penn Hotel, and well known to glass and pottery salesmen, has joined the aviation section.

Committees from the various local unions in the Bellaire and Wheeling districts have been appointed to use all efforts to have the 1919 convention of the Ameri-

can Flint Glassworkers' Union convene in Bellaire. The meeting this year will be held in Toledo. A mistake in a telegram to the convention last summer caused the loss of the convention to Bellaire this year.

The Government is seeking eighteen experienced glassblowers from this district for service in the X-ray tube department. These are to be attached to the Thirty-sixth Engineer regiment. The alacrity with which a number have so far volunteered indicates that the quota will be quickly obtained.

AT CHICAGO.

THE number of out-of-town buyers has been lessening for some time, until now the spring purchasing has been about finished, and the stores all over the Middle West are awaiting deliveries from the factories.

The dinnerware situation is much better than it has been, and the stocks of the local stores are rounding out in very nice fashion on everything except imported merchandise.

Arthur Schiller has moved from Michigan avenue to the Powers Building, where he will do a jobbing business, specializing in the wants of hotels.

Decorated and cut glassware is in good demand, with a somewhat curtailed supply owing to the inability of cutters to get blanks.

Practically all the State street stores are holding special sales in which the crockery and glass departments are taking their usual part.

Tom Smallwood is expected here soon on his spring trip for Haviland & Abbot Co., New York.

Charles Israel, representing the Carrollton Pottery Co., spent a couple of days in the city last week.

Sperry Darden, son of W. T. Darden, who is in the Quartermaster's Corps and stationed at Washington, was home last week on a short visit.

E. E. Ault, salesman for Earl W. Newton, is finishing up his last calls on a road trip and will be back in the city early in the week.

William Ford, of Burley & Tyrrell, is planning to take his vacation early this year. He will go to one of the Northern Wisconsin lakes. He is an enthusiastic fisherman.

Harry Ross, sales manager of the Pittsburgh Lamp, Brass and Glass Co., was in the city last week

going over business matters with R. M. Peare, manager of the Chicago branch.

One of the features of the market in glassware is the strong demand for staples.

C. E. R. Roehling, of Pitkin & Brooks, is back in the city after a short business trip.

Dave Saunders, representing the Cataract Glass Co., was calling on the trade at Northwestern points last week.

Max Schwartz, of the Golden Department Store, St. Paul, spent three days in the city last week buying goods.

F. L. McMann, owner of a variety store in Gary, Ind., was in the city placing orders for merchandise.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

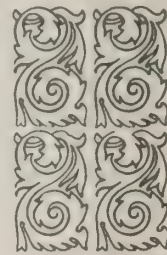
In addition to those noted under "Personal," the following buyers were reported in the city this week:

- J MacFarquhar, t, S Kann, Sons & Co, Washington. Cumberland.
- C Edwards, c, g, Edwards China Co, Philadelphia. Central.
- A N Raciot, hf, c, Raciot Bros, Webster, Mass. Flanders.
- P M White, hf, Zink, Morehead Co, Buffalo. Imperial.
- F A Holman, c, F A Holman & Co, Green Bay, Wis. Hermitage.
- R D Goodwin, c, g, Memphis (Tenn) Queensware Co. Gerard.
- Mrs H L Boughton, Miss A Weed, Miss K Deady, c, g, H L Boughton Store, Catskill, N Y. Continental.
- F Kauders, t, hf, L Adler, Savannah, Ga. 1150 Broadway.
- E Munro, hf, t, s, c, Lion Store, Toledo, O. 23 East 26th.
- F J Cuthbertson, c, g, New Haven, Conn. Broztell.
- J W Horne, t, c, g, Kaufmann Dept Store, Pittsburgh. 1261 Broadway.
- S J Natkin, c, g, The Fair, Chicago. 225 Fourth ave.
- E R Wilson, hf, Jordan-Marsh Co, Boston. 432 Fourth ave.
- L Lowenherz, c, g, hf, Lowenherz Bros, Columbus, Ga. 1170 Broadway.
- A J Kline and R J Calm, c, g, hf, t, Dives, Pomeroy, Stewart, Harrisburg, Pa. 230 Fifth ave.
- R Singer, t, Sears, Roebuck & Co, Chicago. 116 Fifth ave.
- T H Whan, hf, t, Elliott, Taylor, Woolfenden Co, Detroit. 220 Fifth ave.
- Leon Neubrick, c, g, Crowley, Milner Co., Detroit. 116 West 32d.
- Mr Farkas, t, Hillman's, Chicago. 105 Grand.
- E McDonald, t, J V Farwell Co, Chicago. 72 Leonard.



Pointers for Buyers.

Where Live Merchandise May Be Obtained.
Tips to Dealers Looking for Ready
Sellers.



FOR LOVERS OF ARTISTIC GLASSWARE.

When C. Dorflinger & Sons, 36 Murray street, bring out something new buyers may be quite sure it is worth looking at, for they have demonstrated over and over again that commonplace things find no place in their line. Of interest just now are some distinctly odd pieces, such as covered ginger jars, compotes and candlesticks in various shades of colored glass—turquoise, amber, amethyst, etc.; new things in crystal with colored edges and engraved decorations on low and tall compots, grape-juice sets, oyster plates, etc., and some especially artistic designs in rich gold incrustations on stemware.

SATSUMA WARE.

Scarcely a ship reaches an American port from Japan that does not carry a consignment of goods for Takito, Ogawa & Co., and in consequence there is always something new to be seen at their salesroom, 101 Fifth avenue. Among the latest arrivals in the stock department several fascinating color creations on a Satsuma body are sure to "go big." A mottled white and burnt orange with lustre finish, on which is applied butterflies, etc., in contrasting colored enamels outlined in gold, is particularly striking. There is also a mottled white and old rose treated in the same way, while a white and green is effectively ornamented with autumn leaves. Each line is shown in assortments replete with the most salable items.

COVERED FOOD RECEPTACLES.

As the spring approaches, bringing with it thoughts of warm weather and the necessity for keeping food well covered from flies and dust, cheese covers, cake covers, sandwich plates and covers, etc., are items in which nearly every buyer is interested. One of the most complete lines of this character on the market is now ready for inspection at Gillinder & Sons' New York salesroom, 19 Madison avenue. The clearness and fine color of the glass could not be improved upon, while its perfect annealment and molding are features that cannot fail to win approval. Besides the articles already mentioned there are mushroom covers, hang-

ing and footed fish globes, and many other special items along this line.

DESSERT SETS IN QUEENSWARE.

An importation from Josiah Wedgwood & Sons is always a matter of interest, and the new assortment of items just placed on display by Kennard L. Wedgwood, 133 Fifth avenue, fully sustains the standard set by the concern. These are shown in the ever-beautiful Queensware, with its soft-toned, creamy body and distinctiveness of design. Among the new things a dessert set, consisting of a unique low or tall comport with plates to match, will undoubtedly be one of the biggest sellers, as it has every quality that contributes to popularity with particular people. The beauty of the embossed pattern is further enhanced by a pierced edge.

JAPANESE GOODS FROM STOCK.

Too much cannot be said for the showing of Japanese goods made by the Tajimi Co. for immediate delivery at their salesroom, 597 Broadway. Never before has their stock department been so attractive. There are new designs in oriental ehina, pottery and bronzes, and a line of dinnerware that is exceedingly commendable from the standpoint of quality, decorations and shapes. Toys, novelties, lacquer ware and other items are in profusion, all designed especially to meet the tastes of the American trade. Special values add still further to the attractiveness of the exhibit.

NEW COLONIAL PATTERN.

Visitors at the showroom of the Fostoria Glass Co., 141 Fifth avenue, should ask to be shown the concern's new Colonial line if they wish to see a design of this character that has real originality to recommend it. Each flute runs to a decided point, giving a sharply scalloped edge. In these strenuous times, when most of the factories are giving scant consideration to new patterns, the Fostoria achievement is all the more commendable. It is shown in a comprehensive assortment of pieces for table service, and further additions, including two sizes of ice tubs with plates, also a very attractive fruit bowl, were sent to John Nixon last week.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

WHITTEMORE & JAKUES, Inc.,

92 West Broadway, New York.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MARCH 14, 1918.

TRADE ACCEPTANCES.

THE use of trade acceptances is being advocated vigorously in all directions, and both as a convenience and safeguard they are undoubtedly desirable. They are not a new thing, as many suppose, but have been used for many years, and have always been sought by the banks, which regard them as the most desirable of commercial paper.

A prominent importer, referring to the coming discussion of the subject by the New York Crockery Board of Trade, says that more than twenty-five years ago the use of acceptances proved of great benefit to him.

"When the head of our house died the business fell to my present partner and myself," said he. "Bequests reduced our capital, and we decided to take in one or more partners. Two men were selected, as neither had enough money to come in alone. Negotiations proceeded so far that legal papers were ordered prepared, when, after much consideration, I decided that I did not want to go on with the deal. I explained to my partner that if we took either or both of these men in they would want salaries as well as interest on their capital, and that we would have to divide our profits with them. If they were good business men they would want to know all about the inside workings of our business, and we would have to divulge all our trade secrets. If they were not, we certainly didn't want them as partners. Still, if he thought differently I would not stand in his way. I argued that we could

better afford to reduce our business one third by cutting out lines which required money to handle. The amount thus lost would only equal the new partners' share of the profits. He agreed, and the idea was dropped.

"We then began to curtail, and soon found that we needed money, in spite of our policy. One day an acquaintance made a casual call and mentioned that he had just bought a business, paying a goodly sum in cash for it. Knowing something of his affairs, I asked how he had managed to get along after putting out so much money. His answer was: 'By adopting the trade acceptance.' He explained that a trade acceptance was a document written just like a note, except the signature, and with the addition of the word "Accepted" written across and duly signed.

"Seeing its possibilities, I immediately adopted the plan. Those of my customers who intended to pay promptly made no objection. Those who were loath to give us these acceptances were told they could not buy from us on any other terms.

"Our salesmen didn't like the idea at all. They objected to asking a man to sign a paper like that after going to the trouble of selling him, for fear he would refuse, and then their time would have been wasted.

"It didn't take long to bring things into, line however, and before the year was out, instead of reducing our business one-third we increased it one-sixth, and a little more.

"You see, we took the paper to the bank, had it discounted at a small rate of interest, and thus having cash on hand discounted all the bills against us that we possibly could. In this way we made many thousands of dollars and established a high-grade credit."

PERSONAL.

TO say that Henry Liners, factory superintendent of the Central Glass Works, Wheeling, W. Va., is proud of his grandchild, Bessie Liners, billed on the vaudeville stage as "Baby Bessie," and known as the child wonder violinist, is putting it mildly. Although but seven years old, she is said to be a highly-accomplished musician, her repertoire including a list of difficult classics, which she is reported to render in a marvelous manner. At a recent appearance in one of the theatres of Atlantic City she received an ovation, followed by press notices that would make the heart of a seasoned artist glad.



Henry C. Forster, for the past seven years treasurer of the Omaha (Neb.) Crockery Co., has resigned, to go to Chicago with J. H. Cumins, Inc. He will retain his interest in the Omaha business and remain as a director. A farewell dinner was given prior to his

departure, at which twenty-five of his friends were present.



Louis Reizenstein, Pittsburgh, who has been showing his line of decorated glass at the Claridge since February 11, left for home on Friday. The ware made a big hit, and he booked a lot of business. The designs are patented, and he will vigorously prosecute infringers.



W. H. Behringer, who was in New York last week buying for Hess Bros., Allentown, Pa., is a man of ideas, and lots of concerns bigger than his could emulate his system with profit to themselves. He is in a region where labor is well employed, and as a consequence is doing an immense business.



After returning from a week's trip to Philadelphia and Baltimore, George H. Service, traveling representative for Kennard L. Wedgwood, left on Saturday for Pittsburgh as his first stop on a tour that will take him to the Pacific Coast.



Varde McFarland, president of the Pacific Importing Co., Seattle, Wash., sailed on Thursday for Japan, where he will give attention, as usual, to the manufacturing end of the concern's business for several months before returning to this country.



David W. Denton, traveler for the H. C. Fry Glass Co.'s line of blanks, had a rather unpleasant time here last week, blood poisoning having set in from a small pimple of which he thought nothing until his hand began to pain and his arm to swell. After drastic treatment for several days the physicians thought they had arrested the progress of the trouble, and he departed for his home in Rochester, Pa., on Monday, feeling very much more cheerful.



George J. Veach, of Oil City, Ind., registered at the McAlpin on Monday for a several days' stay in which to place orders.



L. Gonzales, of L. Gonzales & Co., who conduct a department store in Porto Rico, arrived in New York on Monday to spend two weeks here placing orders. He is stopping at the Imperial.



William B. Young, of Young & Russell, Philadelphia, lamp manufacturers, was a visitor in the city the first half of this week, principally to consult with the factory's representative here, the E. W. Hammond Co.



Louis Hirsch, brother of M. Hirsch, New York representative for the Buffalo Mfg. Co., has been honorably discharged from military service on account of

physical unfitness. He has been at Camp Upton for the past six months, and has made a good record as a soldier, being slated for early promotion. He will again assist his brother in calling on the trade in the metropolitan district.



G. M. Lowman, who is associated with J. Winkler in the management of the Pacific Importing Co.'s New York salesroom, expects to get away on Saturday for a six weeks' trip that will include all the principal points as far as Chicago.



Arthur E. Soules, of Salinger, Magnus & Soules, returned last Thursday from his initial trip through the South with his own line; and to say that he was cordially received by his old friends (he has traveled this section for many years) is putting it mildly.



Charles L. Patterson, buyer of china, glass, lamps and art goods for Carson, Pirie & Scott, Chicago, was in the city this week on one of his customary short buying trips. His assistant, Miss M. Bahr, accompanied him.



Joseph Hurd and E. C. Ledger, of the W. S. Pitcairn Corporation sales force, left for the road Tuesday night. Hurd goes to the Middle West and Ledger through New England.



John K. Ambrose, son of the superintendent of the H. C. Fry Glass Co. factory at Rochester, Pa., who is attached to the signal corps of the aviation section at Plainfield, N. J., spent Sunday in New York.



Harry N. Herber, a well-known crockery and glass salesman, who has been enjoying life in the southern part of Florida for over a year, came back last week and is now open for engagement.



James L. Leary, with Houton & Dutton, Boston, was in New York this week placing orders. He has no cause for complaint, as he had a good year last year and business opens up well this season.



J. Winkler, of the Pacific Importing Co.'s New York office, is on the sick list this week with an attack of the grip.



The well-known Canadian dealer, William Junor, writes that he expects to make his appearance next week on his regular buying trip.



E. Jinushi, of Morimura Bros., reached home on Saturday after a hurried trip to Japan, where he found

everybody busy and conditions much the same as they are everywhere else.



Joseph Snyder is back at his desk at the Maddock & Miller office after experiencing a very uncomfortable time last week with an attack of gout.

WAR SAVINGS STAMPS CAMPAIGN.

SINCE our last report the additional sales of War Savings Stamps by the crockery, glass and allied trades have been as follows:

	War Savings Stamps	Thrift Stamps
Lazarus & Rosenfeld.....	16	120
Morimura Bros.....	12	205
K. J. Okajima.....		127
Dorflinger & Sons.....		19
Geo. Borgfeldt & Co.	50	336
E. I. Horsman Co.....	1	31
E. T. W. Craig.....		83
J. Wedgwood & Sons.....	1	2
George H. Kamoi.....	8	
Edward B. Dickinson....	2	32
L. Straus & Sons.....	20	24
Herman C. Kupper.....	1	40

Additional agents secured are:

Robert Anderson, 624 Second avenue.
 Abraham Baroff, 139 Fifth avenue.
 Nathan Block, 2705 Atlantic avenue, Brooklyn.
 Marcus Bist, 899 Broadway, Brooklyn.
 Louis Botkin, 191 Orchard street.
 M. & M. Bloom, 338 Fordham Road.
 Hyman Brand, 459 Brook avenue.
 A. Prince, 184 Fifth avenue.
 Wm. R. Noe & Sons, 53-55 W. Twenty-first street
 (Jos. Hassler).
 Carl Silverman, 48 E. Thirteenth street.

"DISCOUNT."

I NEED no introduction—you know me well. My name is Discount. I am the inducement for paying bills promptly. At one time I enjoyed robust health, and was the happiest being in the business world. I was respected on both sides of the ledger.

But now, alas, I am ill, and fading fast away, and methinks that soon I will be but a fond memory.

'Tis your fault. You've driven me to the wall—you have me up against the ropes, and you're about to deliver the knockout blow—and my prestige has gone, writes Ascher Wolff in "Playthings." "I've tried to rebel—I'm fighting back now, and should I fail your friend Discount will be replaced with "Net," and you, too will lose.

Yesteryear I was a favorite—everybody regarded me as a friend. To-day you treat me as a privilege—to submit to your constant abuses has been my lot because I could not help myself. I am the most illtreated factor in business, and you abuse and misuse me as you

see fit. Is it any wonder that the very mention of my name now means ridicule?

The end is inevitable. Misuse eventually turns to disuse. My fate is practically sealed, unless you reform, but it must be quickly.

After all, why do you abuse me so? Why should you discredit me before the whole world of business? Why do you take advantage when deducting discount? Why? Why? Can you conscientiously say why you do all these things?

Since the very inception of business I have been a factor, and as necessary as any other item in business. If you are going to continue misusing me, then you'll soon find that you will be buying goods on a net basis, and the prices will undoubtedly remain the same.

My prestige must be maintained, and it is up to you to see that I am not discarded.

What does discount really mean? You buy a bill of merchandise, and if you pay the bill when due you have the privilege of deducting the discount, and if you don't pay on time you are not entitled to the discount privilege. The trouble is that you do take discount no matter when you pay, and that's why I am complaining. What's right is right, but you seem to make light of me just because I am inanimate. You don't like it, though, when your customer abuses the discount privilege, do you?

Even if only a day or two overdue, you should not rightly deduct discount; and when it comes to bills being weeks and months overdue, to deduct discount then is to steal it. You never think of adding the interest.

And that's not the only way you have of injuring my prestige. You add insult to injury. Granted 2 per cent 10 days, you oftentimes deduct three, four, five per cent, and even more, even when bills are weeks and months past due. Terms on the bills are disregarded entirely by some of you.

I abhor your treatment, and I demand justice. My use must continue, but I am help'ess to fight against you. "Net" is anxiously awaiting the day when he and not I will feature your bills; and then, and only then will you realize just what a friend discount was to you.

Why not begin now to do the right thing? If your bills says 2 | 10, pay in ten days and deduct only 2 per cent, and so on, as the case may be. Be fair! Terms are terms, and you should adhere to them strictly.

The past will be forgotten if you will begin anew now. Heed my warning. I am your friend now and should be appreciated. The moment I'm gone it will be too late. Once you see "Net" on your bills you'll never again see discount, and that will mean so much profit gone.

Give me the opportunity to remain in business! Observe my rights and help protect me! Whether discount is to remain a factor in business rests entirely with you.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

The reported contemplated action of the English Government in placing decal paper on the non-essential list is worrying the potters here.

Should its manufacture be stopped it would not be long before the supply of decals here would be exhausted, and decorators would have to go back to line and band, and possibly the use of prints. Many of the old printing machines have been scrapped, but a number are still stored in local plants and could be soon prepared for active service again. There is a possibility that the trouble may be averted, however. The potters are alive to the situation, and Vice-president William Burgess, of the United States Potters' Association, is now investigating the matter.

* *

On account of the very heavy demand for vitreous hotel ware, some sanitary potteries, due to the lack of business in that line, have started to make hotel ware, the most recent example being the Chicago Pottery Co., which is thus changing over its production. The concern recently engaged local interests to install a mold shop, and it is likely that workmen and managers from this district will be engaged. A general line of vitreous hotel ware is to be made.

* *

The former plant of the Ohio China Co., at East Palestine, is to be placed in operation soon by the Novelty Clay Forming Co., of Newell, W. Va. The latter's plant was one of the first built in Newell after the Homer Laughlin China Co. started operations there. Additional capacity is required, and the former Ohio China works being the only one available, the concern will remove to East Palestine within a few weeks.

* *

H. P. Knoblock, general manager of the Potters' Co-Operative Co., who has been ill at his home in Niles, O., for a fortnight, has been ordered to take a complete rest, and will probably go to Cambridge Springs, Pa., for a few weeks.

* *

Among buyers visiting this market of late were A.

P. Haig, of the contract department of John Wanamaker, Philadelphia; J. H. Miller, Huntington, W. Va.; Morris Bergman, New York.

* *

By order of the Government twenty cars of raw flint were recently released for shipment to this city, and this has greatly relieved the situation.

* *

Pottery manufacturers here already note relief through the employment of a traffic expert. A quicker movement of badly-wanted cars in transit has resulted in at least six instances. Where high demurrage rates were assessed it has been proved to carriers that no such charge should have been made. The Lent Traffic Bureau, of Pittsburgh, is now handling the traffic problems of over thirty pottery manufacturers in this locality.

* *

The gas company refused to allow any new kilns to be lighted here last Thursday. It was twenty-five degrees above, but the company would take no chances, and started to conserve its supply.

* *

Adams Express Co. officials here placed an embargo upon all shipments, except perishables, late last week. Hundreds of packages of ware were then at the Pennsylvania passenger station awaiting forwarding. It is said that nothing will be accepted from the potteries until the existing congestion is relieved.

* *

Plants here working on Government orders have been instructed by wire from Washington to "speed up" shipments and forward by express.

■

John Stamm, clay shop superintendent of the Carr China Co., Grafton, W. Va., was here during the early part of the week.

* *

The increased scarcity of raw materials for cask and barrel cooperage has caused prices to advance, and new schedules are now operative. How long they will remain at present levels no one can tell. Raw cooperage

is more scarce in this district than ever before. One concern is using wooden shoe boxes for packing small shipments, while another is making special use of a certain style of crate. An enterprising young fellow has started to buy up all old store boxes, installed a circular saw, and is making crates for the trade.

THE ADAM SCHOOL OF DESIGN.



DURING my experience in selling lighting fixtures I found that many an order was secured by knowing what I was talking about regarding design, says a writer in "The Illuminator," a periodical issued by the Phoenix Glass Co. Every salesman is much better equipped if his knowledge of Adam is not confined to the fact that he is told that a bracket, for instance, is Adam, and therefore it must be Adam; but if he can tell something about it—where the design came from, who the Adam Brothers were, and what they did. That knowledge is power

is just as true in the selling of fixtures as it is in the managing of a railroad.

"Adam" is an adaptation and a development of the things that were, and not a creation of design. The new in architecture has grown from the worship of ideals. The Greek worshipped knowledge, and that worship expressed itself in the creation of a style of architecture never equalled. The worship of an ideal—religion—gave us Gothic, and of an ideal—woman—gave us the wonderful things that developed under Louis XIV, XV and XVI of France. Styles in architecture, of which Adam is one, are the adaptations of things that were by a genius to conditions that confronted him in working out this ideal.

Robert and James Adam were not decorators or furniture manufacturers exclusively, as many believe, but were architects and builders. Strange says of them: "It must be kept in mind they designed a prolific number of buildings, as, independent of their commissions for the nobility and gentry, they were 'speculative builders' on a large scale." So in studying their style it is essential to consider all parts of a building, from its facade to the minute detail on the furniture in the simplest room in the house, or the shade of color in a panel. With these facts clearly in mind the difficulty of determining what is and is not "Adam" is clearly apparent, unless you are familiar with the original.

Probably the best way to get a quick insight is first to catalogue the various ornaments frequently used. They were octagons, hexagons, ovals, rounds, lozenge-shaped panels, husks, fans, wreaths, honeysuckle,

medallions with figures, festoons, fauns, cupids, goats, eagle-headed grotesques, drapery, ribbons, caryatides, mythological subjects, rams' heads, lions' and eagles' claws for feet, griffins, sea horses, winged sphinx, paterae, Greek and Roman ornaments and draped figures. These are typical of the Italian Renaissance. The greatest single influence was the works of Peranesi, the foremost exponent of Italian art of his day. The Adam period, it must be remembered, is not the exclusive work of the Adam brothers, but represents the work of many of the foremost artists of that "golden age in art" employed by them. Angelica Kaufman, representing the French schools, and Zucchi and Pergolesi the Italian, are shining examples.

To-day the tendency being toward simplicity of design, the present-day designer of fixtures and illuminating glassware confines his work to less elaborate ornaments. The ones most familiar to all are the oval medallion with the fan or petals, the urn, and the garland. The use of the oval medallion in its various forms is usually enough to cause any atrocity to be called Adam in its entirety. You will find in any design suitable for the purposes discussed that the oval hangs suspended from a bow and ribbon, a garland, a festoon of buds, etc., and that these supports are never coarse or heavy, and hang naturally from their supporting ornaments.

The girandole in the Etruscan room at Lord Derly's residence, illustrated at the beginning of this article, portrays well the various forms of ornament used—the oval with the draped figure surmounted with the Italian honeysuckle, the griffins, the urn and festoon of buds. Note particularly the treatment of the acanthus below the medallion containing the two draped figures. The acanthus leaf, from the conventionalized form used by the Greeks, was in each succeeding treatment pulled out until almost all semblance of the original was lost. Here it becomes the tendril of delicate running vine. (It has been my pleasure to apply this ornament to a piece of glass made by the Phoenix Glass Co., under their number 11481, says the writer.) You will also notice on the vase the use of the ram's head. This

WARNING!

WE hereby caution the trade against the purchase of Cut Glass which shows an infringement of our "Rosebud" design, Patent No. 49219, Serial No. 91497 of April 15th, 1916.

At the same time we hereby serve notice on the manufacturers who are producing such Cut Glass that we intent protecting our interest to the fullest extent.

McKANNA CUT GLASS CO., Inc.

Honesdale, Pa., February, 1918.

girandole brings together these various forms of ornaments taken from a great number of sources and blends them together with delicacy and refinement.

The brothers Adam were undoubtedly influenced to some extent by the French styles, but the fact to remember is that they went back to the same source as the French, the Italian Renaissance, for their inspiration. Robert Adam himself says: "If we have any claim to approbation, we found it on this alone: that we flatter ourselves we have been able to seize, with some degree of success, the beautiful spirit of antiquity, and to transfuse it with novelty and variety through all our numerous works."

WHY CULLET IS USED.

IN the making of glass there is usually added to the batch some cullet (broken glass) of the same composition. The amount of cullet added varies from a small quantity up to about one-half the bulk of the batch as a maximum. Cullet is used for two reasons: First, because of the economy in remelting the broken glass about the plant, and, second, in tank furnaces because it provides a foundation in the molten bath whereby the batch or raw materials are maintained more compact and more positively in that portion of the furnace where the temperature gives the best melting conditions; for as soon as the cullet becomes plastic the batch constituents adhere to it and in that manner are to a degree cemented together until they have undergone sufficient temperature to carry out the complete melting process. The cullet also assists in removing the gas bubbles. Too much cullet is said to make the glass brittle and difficult to work.

VIEWPOINT OF SOUTHWESTERN RETAILERS.

A RECENT personal inquiry among retail merchants in the Southwest develops a widely different point of view in regard to trade acceptances from that held by financial men and bankers in the East.

Briefly stated, the retail dealer fails to see how the new method benefits him and where he comes in. In the Southwest in particular the crops are the principal source and sustainer of business. In times of long droughts, when crops are partial or even complete failures, there is no money to be had from the farmers, who are the principal customers of the retail dealers. The custom of the country, therefore, is for the dealer to carry the farmer, not only for past debts, but likewise for needed supplies, until a more fortunate season comes around with better crop yields. The dealer in turn is carried by the wholesaler or jobber on the same conditions. Under such circumstances, to de-

mand payments past due, either from farmer or retail dealer, means financial ruin for both classes without any commensurate gain to the creditor.

To the retailer, therefore, it seems that trade acceptances do not take these peculiar conditions into consideration. The retail dealer knows perfectly well when he signs an acceptance that it will probably not be presented by the jobber from whom he buys goods, but by someone who in all likelihood does not know the retailer at all and, not having any bowels of compassion, will insist upon payment. There will be little or no chance of his getting an extension, as he will be up against a cold, unfeeling system which offers him the alternative of paying or going into bankruptcy.

Furthermore, even in times of good harvests, the

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Decorator for well-known nine-kiln pottery. Permanent position. Good wages. Address A 160, this office.

WANTED—Lighting glassware salesman; metropolitan district; must be experienced; of good address; have established trade; salary basis. State experience, present employment, salary wanted. Information strictly confidential. Address B 1000, this office.

BUSINESS OPPORTUNITIES.

WANTED.—Reliable first-class commission agents or salesmen traveling States of Ohio, Indiana, Illinois, to carry side line of popular-priced cut glass composed of thoroughly live items. No competition, as designs are patented. Liberal commissions. Address A 162, this office.

A FEW live salesmen covering china, art and gift shops can secure the agency for COPENHAGEN ART FAYENCE on a profitable commission basis.

Address ROYAL COPENHAGEN PORCELAIN AND DANISH ARTS, Inc., 563 Fifth Avenue, New York.

FOR SALE.

FOR SALE.—A small cutting shop in the Pittsburgh district, equipped with six of the best made lathes and all other equipment that goes to make up a complete shop. Stones enough for all the lathes, and electric motor power. Fine light floor space, and reasonable rent. Will sell cheap or will consider renting plant and equipment. Address A 163, this office.

FOR SALE.—Decorating shop with all equipment, including kiln, brushes, colors, steel plates for etching, banding wheels, and everything that goes to make up a complete shop. Will also give recipes for making up inks, acids, etc. Will sell cheap. Address A 164, this office.

dealer is often short of funds to meet his obligations, and expects and exacts an extension until he can make good. He is usually a poor collector, being generally afraid of offending and losing trade if he collects too closely. So he looks to the jobber for that same easy consideration which he extends to his former customers. Besides, he entertains in general a latent distrust of large financial corporations and banks, and to have accounts against him put in their hands for collection does no strike him favorably.

The average small dealer in the Southwest is not much of a bookkeeper, and his system of accounting is often of a crude and elemental manner. He frequently does not keep any systematic record of when his bills to the jobber fall due, and would therefore often be irritated and sometimes confounded by the demand for payment of acceptances he had signed. Besides, there are often deductions for one reason or other to be made from invoices, matters of price to be adjusted, and sometimes unsatisfactory goods to be returned. He would rarely be content to sign these acceptances first and adjust these matters afterward. So he come back to his original thought, and wants to know why he should do all these things and undo all the things he has been doing without any apparent benefit to him that he can discover.

So the problem of trade acceptances to him must

be regarded not so much an economic measure as a study in human nature.

SOMETHING WORTH SEEING.

INTO one of those gilded ports of call that will vanish from the street corners of our larger cities should national prohibition prevail, says the "Saturday Evening Post," there entered, with proud mien, one of those impressive and important persons who like to tell the barkeeper all about it.

Addressing the white-clad functionary behind the bar, he began, apropos of nothing that had been said before:

"The doctor thinks I oughter go to California this winter—thinks if I traveled 'round and looked at the sights it might do me good. But there's nothing in that—not for me! Why should I travel 'round looking at things? I've already been everywhere there is to go, and I've seen everything there is to see."

A shaky individual drew near.

"Excuse me!" he said, with labored politeness; "but have you ever had the delir'um trimmin's?"

"Certainly not!" said the important citizen.

"Well, then, you poor piker, you ain't been nowhere and you ain't seen nothin'!"

Josiah Wedgwood & Sons, Ltd.,

invite your inspection of their newly-arrived
samples, consisting of a beautiful selection
of the best products from our Etruria firm.

KENNARD L. WEDGWOOD,

Sole Representative,

133 Fifth Avenue, New York.

CROCKERY and GLASS JOURNAL

NEW YORK, MARCH 21, 1918.

CONDITION OF TRADE.



The usual lull that comes just before Easter is on, and the week has been dull with all the importers. Very few buyers have been in evidence, and had it not been for mail orders and returns from travelers there would have been mighty small pickings. Even the travelers felt the lack of interest, their sales for the week falling off in many instances. Everything points to a good business, however, when the holiday is over.

Reports from the South are excellent. Good weather, high prices for cotton and early vegetables all contribute to put money into the pockets of the farmers and planters.

The Far West is also doing well, and merchants there are feeling very cheerful.

In the Middle West, while earlier in the year there was a slight falling away of business, conditions were improving until the Easter lull struck them.

New England is falling into line, and up to a week ago a good trade was reported by travelers.

Central New York and Central Pennsylvania, two of the biggest prospects in the country, have turned out well so far, and greater things are expected of those sections as soon as people settle down to business again.

The demand for cut glass is not at all satisfactory.

Most of the factories are running with less than half forces, and some are closed entirely. The little demand there is calls for light blown goods, although some kinds of rich cuttings are also in request. The wedding season is near at hand, however, and there is a prospect that business will improve.

The lamp trade is very quiet. Conditions are so changed from what they were a few years ago that manufacturers hardly know how to cater to the wants of buyers. Jobbers and scheme goods men now order in January, instead of, as formerly, in April and May, while the retailers do the most of their buying at odd times from June to September. In place of "seasons" the business is spread over the whole year, and is spasmodic at that.

Retail trade in New York has been just what is expected at this period. While there has been some business, it was not large. Still, no one is complaining.

Everybody all over the country is feeling sure that there is a good business ahead. If the transportation companies will only deliver the goods that have been purchased all are confident they will be readily disposed of. The amount of sales lost because of non-delivery last fall will never be known. All retail dealers concur in the statement that if they had had the goods they wanted they would have sold them out completely, and thus been enabled to turn in fresh orders.

East Liverpool and Vicinity The old shipping trouble has again bobbed up, and at this time is more serious than ever. This district is sewed up tight, the Pennsylvania railroad officials here announcing that only the Cleveland & Pittsburgh division is "open." An improvement in express shipments is noted, however. In fact, this method of transportation is in better shape than for many months.

Pittsburgh and Vicinity While a very fair amount of new business is being received by glass manufacturers, the shortage of labor, inability to obtain certain basic raw materials and increasing cost of fuel are handicapping production. There is no assurance that present selling lists will be continued throughout the summer season.

BUSINESS BRIEFS.

The Opalescent Art Glass Co., Manhattan, has been incorporated with \$5,000 capital by S. S. Lewie, J. and P. Digaudio.

The Abraham L. Frank Department Store, Hempstead, L. I., has been incorporated with a capital of \$10,000 by N. Rosenblum, T. A. and A. L. Frank.

At the annual meeting of the stockholders of the Onondaga Pottery Co., Syracuse, N. Y., last week, the number of directors was increased from seven to nine.

The will of Henry O'Neill, former dry goods merchant, this city, who died on February 28 last, disposes of an estate estimated at \$1,000,000, the bulk of which goes to his family.

The Art Glass Mfg. Co. has been incorporated at Dunkirk, Ind., with \$500,000 capital to manufacture all kinds of glass. The incorporators are Thomas F. Hart, T. Francis Hart, and Francis H. May.

The A. Guanakos China Co. has been incorporated at Pittsburgh, Pa., with \$100,000 capital to deal in china and tableware of all kinds. Incorporators: A. Guanakos, August Guanakos, Andrew Askounes.

The Goldberger Mfg. Corporation, of Manhattan, has been organized with a capital of \$10,000 to manufacture sporting goods, toys and novelties. Incorporators: D. Levy, A. and V. M. Goldberger.

A petition in bankruptcy has been filed against the Berger Metal Mfg. Co., manufacturers of metal novel-

ties and chandeliers at 138 West Fourteenth street. Liabilities are \$20,000 and assets \$7,000. Everett V. Abbot has been appointed receiver.

TOTAL TO DATE.

THE total sales of War Saving Stamps by the crockery, glass and allied trades to date is as follows:

War Savings Stamps	Thrift Stamps
L. Straus & Sons	124 275
Lazarus & Rosenfeld.....	39 420
Herman C. Kupper.....	12 170
B. Illfelder & Co.....	1 37
J. Wedgwood & Sons.....	7 44
Wimelbacher & Rice.....	8 42
Morimura Bros.....	12 781
Geo. Borgfeldt & Co.	103 469
E. I. Horsman & Co.....	\$163.82 \$26.75
The Pairpoint Corporation	15 230
Strobel & Wilken Co...\$1,213.21	
J. H. Venon, Inc.....	18
E. T. W. Craig.....	2 159
C. Dorflinger & Sons.....	19
K. J. Okajima.....	158
George H. Kamoi.....	8
Edward B. Dickinson....	2 32
Frank & Danziger, Inc ..	2 6
Bryce Bros. Co.....	9 167
A. J. Fondeville & Co....	2 13

Additional agents secured are:
B. Lowenfels & Co., 39 Cooper square.
Kayo Curtain Co., 86 East Tenth street.

The American War Savings Campaign is running ahead of that being conducted in England. America is pouring funds into the Treasury at the rate of about \$2,000,000 a day—over \$75,000,000 up to date. Following are the figures for the first three months:

	ENGLAND	AMERICA
First month,	\$5,172,000	\$10,236,451
Second "	2,719,000	24,559,722
Third "	3,402,000	41,148,244
	\$11,293,000	\$75,944,417

America has thus already by this means put at the service of the Government enough money to command the labor and materials for about one hundred 5,000-ton ships.

PIER THIEVES CAUGHT.

FOR many years the crockery trade has suffered from thefts on the piers or from trucks while wares were in transit to the Appraisers' Stores. It was not the only one. More than \$3,000,000 worth of all kinds of goods were reported missing last year. The Merchants' Association finally got busy, with the result that five men have been arrested and evidence secured pointing to the existence of several gangs of robbers who had a systematic method of disposing of the goods through "fences."

Pointers for Buyers.

Where Live Merchandise May Be Obtained.
Tips to Dealers Looking for Ready
Sellers.



DANISH ART WARES.

The dealer who fails to pay a visit to the Royal Copenhagen showroom at 563 Fifth avenue will miss an opportunity of seeing some of the most distinctive things in both porcelain and fayence this celebrated factory has ever turned out. There are new studies of animal and bird life, and several reproductions of figures and groups from the period of Queen Juliane Marie, who was a devoted patron of the factory during her reign, which began in 1780. The modeling of these pieces represents the acme of perfection in porcelain-making. Unlike their present method of applying colors underglaze, the old overglaze decoration employed in those days is used, the splendid colors of that time being also reproduced. There are good things galore in Copenhagen Art Fayence, in all sorts of pieces for the table and other utilitarian purposes. This line is a great favorite and is proving a money-maker in many stores throughout the country.

COLORS GLASS NOVELTIES.

One can always rest assured of finding something worth while at the salesroom of Dela Croix & Wilcken, 19 Madison avenue, where the frequent arrivals of new samples from the H. Northwood Co. make the line interesting. The factory's very unusual creations in agate, marble, pearl and topaz glass continue to attract attention, each line being full of salable things in table and novelty items, and the plant is keeping up its enviable record of prompt shipments.

K. & L. GOODS IN NEW YORK.

Cox & Lafferty have been making some changes in their wareroom which increase the show spaces and add to the appearance of the place. In the area thus secured they are showing a goodly array of dinnerware from Kinney & Levan and a nice array of serving trays. The cut glass lines have been augmented by many new shapes and designs.

AMERICAN ART POTTERY.

The Roseville Pottery Co. are contemplating some changes in their handsome showrooms that will make

them more attractive than ever. They are constantly adding to their lines of pottery and lamps, and their productions are indubitable proof that high-grade artistic wares can be "made in America."

NOVEL SALT AND PEPPER SHAKERS.

The E. J. Bass line of silver-plated and glass novelties, silver-deposit and decorated glassware is just one succession of surprises. "The Dutch Baby" salt and pepper shaker pictured herewith is one of the very



latest, and speaks for itself. It is one of those snappy items that "go over the top" with a rush when placed on exhibit by the retailer. The shakers are substantially made of metal in a beautiful silver finish, and are wholesaled at \$8 a dozen pairs. The article is patented.

ARTISTIC STEMWARE.

Several new designs have been added to E. Torlotting's glassware specialties that are thoroughly in keeping with the artistic quality of the line now on view at his salesroom. Two or three conceptions in stemware patterns are particularly charming, showing novel methods of treatment in floral and figured light cut designs. Great care is taken by Mr. Torlotting in the selection of shapes; and these, aside from the unique

decorations, contribute in no small degree to the line's great success.

FROSTED IRIDESCENT TABLEWARE.

At the showroom of the Cambridge Glass Co., D. King Irwin is exhibiting a variety of new things. One of the latest glassware treatments is a frosted iridescence, to which an effective and artistic finish is given by a matt coin gold band and line which blend beautifully with the iridescent tints. It is applied to stemware, tumblers, iced teas, puff jars, comports, finger bowls, plates, etc.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthen, stone and china ware for the month of December, 1917, compared with the same month in the preceding year, were as follows:

	1916	1917
China, not decorated.....	\$ 19,690	\$ 18,847
decorated.....	264,881	244,636
From France.....	97,613	73,540
Germany.....	26	.....
United Kingdom.....	45,788	55,060
Japan.....	111,559	100,155
Other countries.....	9,895	15,881
Earthenware, not decorated...	26,467	46,722
decorated.....	144,446	190,845
All other.....	31,611	21,410
Total.....	751,376	767,096

FOR TWELVE MONTHS ENDING DECEMBER.

	1915	1916	1917
China, not dec.....	\$ 469,561	\$ 283,329	\$ 159,471
decorated.....	4,059,863	3,227,590	3,398,232
France.....	726,538	936,800	648,719
Germany.....	1,429,255	239,447	.....
United Kingdom...	443,805	537,705	646,379
Japan.....	1,062,348	1,325,672	1,896,144
Other countries....	297,917	187,966	206,990
Earthenware, not dec.	172,188	336,632	560,797
dec	621,843	1,702,556	2,044,352
All other.....	1,414,073	284,570	273,499
Total.....	10,797,391	9,062,267	9,834,593

DOLLS AND TOYS.

	1916	1917
Dolls and parts of dolls.....	\$ 7,298	\$ 24,186
All other toys.....	109,506	90,761
Total.....	116,804	114,947

FOR TWELVE MONTHS ENDING DECEMBER.

	1915	1916	1917
Dolls & parts.	\$1,007,685	\$ 99,905	\$266,319
All other toys	3,611,290	1,377,681	1,477,326
Total.	4,618,975	1,477,586	1,743,645

HYDRATE OF POTASH

Containing not more than fifteen per cent of Caustic Soda.

DECEMBER		FOR TWELVE MONTHS E'D'G DECEMBER		
1916	1917	1915	1916	1917
....	\$100,369	\$16,754	\$26,013

GLASSWARE.

DECEMBER		FOR TWELVE MONTHS E'D'G DECEMBER		
1916	1917	1915	1916	1917
\$30,358	\$73,920	\$1,035,774	\$479,049	\$564,545

CHINA CLAY.

DECEMBER		FOR TWELVE MONTHS E'D'G DECEMBER		
1916	1917	1915	1916	1917
\$58,472	\$53,726	\$1,151,551	\$1,325,759	\$1,310,349

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

DECEMBER		FOR TWELVE MONTHS E'D'G DECEMBER		
1916	1917	1915	1916	1917
\$40,300	\$21,128	\$353,614	\$287,017	\$56,810

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under " Personal," the following buyers were reported in the city this week:

- H B Shofield, hf, C E Osgood Co, Boston. Marie Antoinette.
- R E Blinn, hf, c, g, F E Beach Co, Bridgeport, Conn. Marlborough.
- Miss C Schwann, t, hf, c, g, M Schwann, Norfolk, Va. Endicott.
- F L Sturtevant, hf, Forbes & Wallace, Springfield, Mass. 230 Fifth ave.
- G G Thibedeau, c, t, New Bedford (Mass) D G Co. 404 Fourth ave.
- G H Wood, c, g, R H Stearns Co, Boston. 200 Fifth ave.
- L W Brown, hf, c, g, Faris-Walker Co, Los Angeles. 120 West 32d.
- R C Fraser, hf, Utica. Empire.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

There will be no summer stop in union flint glass factories this summer. Workmen can take from two to six weeks' vacation between June 29 and September 30, provided, however, not more than one-fourth of the total number of employees are off duty at any one time. This agreement was reached at a meeting of glass manufacturers and workers held here last week. The opinion prevails that few vacations will be taken. Working forces are even now short, and further inroads are bound to be made by the new 800,000 draft.

At the annual meeting of the Manufacturers of Pressed and Blown Glassware, held here last week, the following officers were elected: president, Edward J. Barry, Toledo; vice-president, George Dougherty, of the United States Glass Co.; treasurer, James D. Wilson; secretary, John Kunzler; assistant secretary, Charles E. Voitle. The Executive Committee is composed of George Dougherty, M. W. Gleason, C. B. Roe, George West, and C. M. Rodefer. Although Mr. Barry previously announced that he would refuse to stand for re-election, his associates would not listen to it, and upon motion of Arthur Bennett, of the Cambridge Glass Co., he was re-elected by acclamation.

Selling prices of glassware in effect in January, and which at that time it was announced would be continued until March 1, have again been continued until April 1.

Glass manufacturers here were advised a few days ago that, effective April 1, gas for industrial purposes would be advanced 27 per cent above the domestic consumers' rate. These rates are announced by the Equitable Gas Co., and are evidence that the company does not care to furnish fuel for commercial purposes.

The clay pot manufacturers were recently asked by a Washington committee why they wanted clay for pot manufacturing.

The outlook for production of glass next fall, based

upon existing conditions, is not at all favorable, and for this reason not a few of the manufacturers are suggesting to buyers the wisdom of anticipating requirements early and as liberally as possible.

A serious condition is now confronting glass manufacturers in the matter of obtaining sand from the West Virginia territory. Existing factory stocks are not any too large, and great trouble is being experienced in obtaining cars for current and future requirements. The question of obtaining materials for glass manufacturing other than sand is proving a matter just as annoying. While orders are given far in advance, deliveries are at no time assured. And only too often after an order has been placed notice is received by the manufacturer that it can be filled only at an increased price.

Cooperage costs are still advancing. One of the largest glass manufacturers in this district is now buying second-hand barrels at a cost only a trifle under that of new ones. And even the former are hard to obtain.

Norman C. Walker, for Meakin & Ridgway, and J. W. French, for John Davison, were in the district a few days ago calling upon local buyers with their import lines.

The transportation situation at this writing continues to cause trouble. Eastern shipping from this district is still under embargo, in carlots, although less than carlots can go forward. About the same situation prevails with reference to Western consignments.

The directors of the Owens Bottle Machine Co. have declared the regular quarterly dividend of $1\frac{3}{4}$ per cent on the preferred and the regular 3 per cent in cash on the common and 2 per cent extra, the latter payable in second Liberty loan bonds at par flat. The company previously paid 2 per cent extra on the common stock in cash. All dividends are payable April 1 to stockholders of record March 22.

AT CHICAGO.

THE railroad situation, which is slowing down the shipments from the crockery and glass factories at a time when they are badly needed by Middle Western customers, is beginning to get under the hide of factory salesmen here. For a time it seemed that things were improving, but to all appearance every engine and every box car is needed by the government in the prosecution of the war. The result is that the trade out here is suffering, and stocks, even in the large wholesale houses, are dwindling away to the vanishing point.

All the buyers for the State street department stores are now at home, and will do no more traveling for a time. They say that their main work now is to secure the arrival of purchased merchandise at the time promised. They realize that the factories are working under great difficulties, and that only approximate results can be secured.

Mrs. Lidie Redfield, mother of Walter S. Redfield, representative of A. H. Heisey & Co., lies at the point of death in a hospital here as a result of injuries sustained last week when she was run down by an automobile. Mrs. Redfield had just alighted from a street car when the automobile switched over to that side of the street in defiance of traffic regulations. The driver of the car was arrested.

S. P. Skinner is in charge of the Chicago office of Manning, Bowman & Co., William Mirrieles having gone East.

The George H. Bowman Co. has leased space for its Chicago office and display room on the third floor of the Shops Building, and will move to the new quarters within the next few days.

Guy Crooks, of the Crooksville (O.) China Co., was in the city last week conferring with J. E. Boring, manager of the Chicago office.

E. E. Ault, salesman for Earl W. Newton, who has been ill recently, is again at the office, completely recovered.

Harry B. Whitney, of the Phoenix Glass Co., has continued on his road trip after a short stay in Chicago.

The crockery and glass men of the city are strong for the daylight-saving bill, and are looking forward eagerly to setting the clock ahead an hour on March 31.

"It looked like the end of the world," said Dan Mielke, of the Gragg-Mielke Co., describing the appearance of the display room after a portion of the ceiling had fallen on half a dozen of the neatly-arranged sample tables. The room was torn up all the week while

repairs were in progress. The trouble was caused by a burst water pipe on the sixth floor, the water seeping through and loosening the plaster.

R. E. Henderson, of the Carrollton (O.) Pottery Co., was among the out-of-town visitors.

Harry Ross, sales manager of the Pittsburgh Lamp, Brass and Glass Co., has returned to headquarters after spending a few days in visiting the Chicago office.

H. F. McFadden, premium buyer from Minneapolis, was in the city last week looking for scheme goods in dinnerware. He planned to proceed Eastward, and will visit some of the potteries if he is unable to arrange a deal here.

Among buyers visiting Chicago last week were Tom Hall, for Herpolsheimer Co., Lincoln, Neb.; Harry Mann, Racine, Wis.; Bert Day, for Cook-Laurance Co., Cedar Rapids, Ia.; Andrew Toutenhoff, for H. C. Prange Co., Sheboygan; Wis.; J. H. Folwell, Davenport, Ia.; H. Barendrecht, of Russell & Barendrecht, Kalamazoo, Mich.; A. M. Nordland, for Rike-Kumler Co., Dayton, O.; H. C. Foster, for Omaha Crockery Co.; H. D. Segar, for Decatur (Ill.) Five and Ten Cent Store; T. H. Kinney, Salt Lake City; Charles Sharpe, Taylorville, Ill.

THREATENING BOYCOTT OF GERMANY.

IT would be easy enough, no doubt, to get many thousands, or even several millions, of Americans, men and women alike, now, to promise, with any degree of solemnity required, that never while they live will they buy any goods made in Germany. There is a widespread feeling that the formation of a great league or association, thus bound by vow or oath, would be a punishment both effective and deserved for the crimes that have been committed and the greater crimes that were purposed by Germany, and an effort to start such a league is reported from Washington. But it is probably a hopeless undertaking, so far as concerns the carrying out for many years of the plan outlined.

More than a hint of what would happen can be found by looking back in our own annals to the time of the Revolution, says the "Times." Then, too, there was fierce animosity to a foreign enemy, and the proposition to establish a like boycott was warmly received. After the return of peace, however, though the animosity was slow in subsiding—traces of it linger in the United States to this day among the old stock—trade soon returned to the old channels, for the one reason that England offered the goods her former colonists wanted, and offered them at prices lower than those of other nations.

One result of this was that France was grievously

disappointed in her expectations of taking England's place as purveyor to America's needs, and we were openly charged by the French with ingratitude for services rendered, in that we did not buy from our friends instead of from those against whom we still had grievances many and unforgetton. The reproach was as well founded in that case as it could be in any, but it had no effect. "Business" is not entirely without the element of sentiment; that counts when other things are equal. But as against prices sentiment is not long decisive.

Such, at least, is the lesson of the past. Whether the case of Germany proves to be no exception remains to be seen. No nation ever had as many or as fierce enemies as she has acquired by this war, and she has invited the sternest of retribution. Certainly she will have to overcome enormous obstacles before her goods will have their old welcome in the markets of the world she has defied and outraged.

OBITUARY.

A SHOCK came to Alfred G. Moment on Tuesday of last week when he received notice that his father-in-law, Cyrus B. Bostwick, had fallen dead at the corner of West Broadway and Chambers street. Mr. Bostwick lived with Mr. Moment, and had left home at his regular hour to go to business with the dry goods firm of J. H. Dunham & Co. At eleven o'clock he left the store, and a few moments later a police officer found him dead. From papers on the body his home address was found to be at Montclair, N. J., and a telephone message sent there resulted in Mr. Moment being notified. Deceased was eighty-two.

W. T. Newell, an old-time china salesman, died March 14, aged fifty-six. Mr. Newell about three years ago had a slight paralytic stroke which incapacitated him for awhile, but he ultimately returned to his duties. For a time he improved, but never wholly became his old self, and last summer he retired. A week ago he had another stroke, this time resulting fatally. Years ago he was in the employ of Klingenberg & Leonard. When they retired from business he went with Chas. L. Dwenger, who took over the Klingenberg & Leonard agencies. He was later with the Strobel & Wilken Co. Mr. Newell was a thoroughly-posted china man and a successful salesman. He had a pleasant manner, and made many friends. He leaves a widow, but no children.

William A. Shaw, secretary of James M. Shaw & Co., this city, died March 14 in his sixty-third year, of pneumonia. Mr. Shaw entered the china business in his father's store when he was only seventeen years old, and had been there ever since except for a period

of three years, when he was in a bank. He was a very charitable man, and spent much time visiting the sick and afflicted. He was a deacon in the Fifth Avenue Baptist Church and superintendent of the Sunday School. He will be greatly missed in that congregation. He leaves a widow, one son, who is in the aviation camp at Lake Charles, and two married daughters.

Chas. E. Jones, formerly in the employ of Sherwood & Golden, Utica, N. Y., died at Leonia, N. J., March 7, aged eighty-two. He was born in North Wales, and at the age of twenty entered the English navy. Coming to New York in 1861 at the outbreak of the Civil War, he obtained a position in the Quartermaster's Department, and at the conclusion of the conflict worked in the freight department of the New York Central Railroad at Thirty-third street for some years. He then took a position as shipping clerk with Sherwood & Golden, remaining with them until the firm went out of business.

IMPORTATIONS FOR 1917.

GOVERNMENT reports of the importations of china show a total gain of \$772,272 over 1916 and a loss of \$962,852 over 1915. France lost \$88,081 as compared with 1916 and \$77,819 against 1915. England gained \$28,674 over 1916, and \$202,574 over 1915. Japan gained \$570,472 over 1916, and \$833,796 over 1915.

In earthenware the gain in undecorated goods was \$224,165 over 1916 and \$398,609 over 1915. Decorated gained \$341,996 over 1916, and \$422,709 over 1915. From "other countries" there was a loss of \$11,071 as compared with 1916 and \$1,140,574 over 1915.

In comparing figures for 1917 it must be borne in mind that prices were higher than in 1916, and very much higher than in 1915. While the figures are large, the bulk was considerably less.

CONFIDENCE OF THE TRAINED SALESMAN.

QUIET confidence in selling seems to be a big part of the battle. But that word battle suggests the thought that the less the act of selling has the appearance of struggle or strong desire on the part of the seller the better is the chance of a sale. It is human nature for a man to mentally or financially resist a direct drive, and especially if the seller talks purchasing rather than the use of the goods—if he talks the situation from the seller's side rather than the purchaser's standpoint. There should be no obvious pressure to buy. All should run along in a manner really comparable to a visit between good friends.

FOUNDED IN 1874.

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MARCH 21, 1918.

SOME buyers try to avoid the appearance of needing goods because they think that if they seem anxious to buy prices will be raised. Such fear is entirely unfounded. Manufacturers and importers are just as anxious to sell, and they know it does not pay to overcharge.

REPORTS are prevalent that Japan will loan the United States several ships in return for much-needed steel. Ships engaged in the transportation of goods to this country from the Orient are all too few now, and should the transfer take place there will be more trouble in getting china from Japan.

THE freight congestion in New York has been as acute for the past week as at any time during the winter, owing to the lack of ships in which to move munitions and food contained in thousands of cars at the terminals. It is said that there are 8,000 tons at the docks and more than 30,000 in the yards. The utilization of the Dutch ships now lying in this port will do much to relieve the situation.

THE fifteen per cent increase in freight rates granted the Eastern roads was sadly needed, and the trade can hardly object. In our opinion, had the roads been granted this concession a year ago, when they asked for it, there would not have been the congestion which

hampered all transportation last winter. Government control alone could not help matters. Inexperienced men, with all the authority of the State behind them, could not overcome obstacles created by lack of funds. "Money makes the mare go." Now the railroads will have it, and in a very short time it will be seen that freight moves more freely.

PERSONAL.

ON March 12 Thos. B. Anderson, one of the best known potters of East Liverpool, having been associated with the Knowles Taylor & Knowles Co., the Smith-Phillips China Co., and the E. M. Knowles China Co., was made manager of the manufacturing department of the Pope-Gosser China Co., Coshocton, O. Mr. Anderson also acts in an advisory capacity in the marketing end of the business, having been also made a member of the Executive Board.

E. E. Haeger, of the Haeger Potteries, Dundee, Ill., left for home on Thursday after spending several days in town on a visit to the concern's New York office.

The trade in the metropolitan district will welcome Kriss E. Wadsworth after an absence of three years, during which he has been traveling in the West for the Goodrich Rubber Co. Mr. Wadsworth, who was very popular during his association with Frederick Skelton as salesman, will again act as assistant to the latter in New York City and nearby territory.

H. J. Smith, New England traveler for Cox & Lafferty, who spent several days here last week, reports conditions fairly satisfactory throughout his territory.

G. M. Lowman, of the Pacific Importing Co.'s New York office, left on Monday for a short Western trip.

Chas. F. Patton and Wm. Marcus, of Koscherak Bros.' sales staff, left on trips the latter part of last week. The former will make points in the South and the latter in Pennsylvania.

Some idea of the South's present business activity may be gained from the experience of J. Carl Underwood, who returned on Saturday after spending several days calling on the trade in Baltimore and Washington in the interest of Takito, Ogawa & Co. He had the greatest difficulty in securing a room in the former

city, having tried seven different hotels before he finally succeeded in finding a place to sleep; and then it was just by a stroke of luck—another guest leaving at the time he applied at the hotel office.



Harry S. Potter has resigned the general management of the Tarentum (Pa.) Glass Co. to take a similar position with the Wellington Glass Co. Cumberland, Md.



A. Tourangeau, with Morgan & Sons, Montreal, arrived in New York on Monday. He had been expected for some time, and, as usual, received a warm welcome.



J. Duncan Dithridge left New York on Tuesday, accompanied by Mrs. Dithridge, for a brief visit to Florida. He had no plans as to what he would do there or when he would return.



L. Kinet, formerly connected with the export department of the United States Glass Co. in New York, arrived safely in London March 18. Mr. Kinet is an officer in the Royal Flying Squadron.



Felix Kohn has resigned his position as buyer for the Ludwig Baumann stores, this city, to take charge of the china and glassware department at Hillman's, Chicago.



I. J. Collins, president of the Hocking Glass Co., Lancaster, O., has fully recovered from his recent severe attack of pneumonia. He was in New York during the week looking and feeling his old self once more.



C. S. Curtis, traveler for Edward Boote, got away last Thursday for a Western trip that will keep him on the road for a number of weeks.



A. Klayf, who, as previously announced, is to be married March 24 to Miss Ella Davis, of this city, was given a pleasant surprise this week when his associates at Koscherak Bros. presented him with a handsome electric copper percolator set.



Geo. West, of the Westmoreland Specialty Co., was in New York a few days this week conferring with Horace C. Gray, his New York representative.



Ensign Langley Hawthorn, who was on waiting leave, was assigned to duty last week, and is now probably on his way to Europe.

IMPORT LICENSES.

THE action of the Merchants' Association of New York in appointing a committee of prominent business men to study the present system of licensing imports and exports is favorably commented on by merchants throughout the city, who intend to take advantage of this move by forwarding their views to the committee. All those interested, irrespective of whether or not they are members of the Merchants' Association, are invited and requested to send their opinions to the committee.

Much delay and confusion would be avoided if importers applied for licenses before goods were ordered shipped from abroad, in the opinion of Thomas J. Doherty, manager of the customs department of Geo. Borgfeldt & Co. Mr. Doherty, when interviewed in reference to this matter, pointed out that in most instances it was possible for importers to prepare lists for the approval of the War Trade Board, giving full details of the quality and quantity of all foreign goods ordered. This, he explained, would insure the issuance of licenses before the foreign shipper was advised to forward the goods to the United States.

Mr. Doherty further stated that it was a misnomer to speak of the new license rules as import regulations. These rules, he explained, do not apply to the importing of merchandise, but rather to the entering of foreign goods, and in view of this merchants should not wait until goods arrive at this port before applying for the necessary license.

He is also in favor of granting to the local War Trade Board authorities the power to issue licenses without the necessity of making formal application to Washington.

TO RELIEVE FREIGHT CONGESTION.

FOR the purpose of expediting the movement of freight through railroad pier and freight stations on Manhattan Island, and to afford some measure of relief from the congestion which prevails all these localities, the Merchants' Association of New York placed before A. H. Smith, Regional Director of the Eastern Railroads, a number of recommendations for improvement in the methods employed in the receipt and delivery of freight, as follows:

1. Railroad pier and freight stations to be opened promptly at 7 a.m. for the delivery of freight. Cashiers and check clerks to be on hand to facilitate deliveries.
2. Special provision to be made (upon application by the shipper) for delivery of carload freight after 6 p.m.
3. Greater effort to be made to receive and care for freight tendered during the regular hours.
4. Better supervision over the placing and location

of inbound freight on pier floor, so it may be found when called for.

5. Where notice of arrival is sent, and disposition instructions furnished, prompt notice to be given of placement of car where it will be accessible to consignee for removal.

These recommendations have been adopted, but thorough co-operation on the part of the shipping public is essential in making them effective, and shippers' assistance is desired in the following matters:

REMOVAL OF INBOUND FREIGHT.

As the railroads have given assurances that the necessary employees will be on hand at 7 a. m. for the delivery of inbound freight, and as the removal of the inbound freight is necessary to afford space on the pier floor for the handling of the outbound freight, we urge upon all receivers to take delivery in the morning hours, commencing promptly with 7 a. m. Where cartage service is performed by a regular transfer company, instructions should be given to the agent to deliver such freight on the day of arrival to the cartage company so designated.

LATE DELIVERY OF CARLOAD FREIGHT.

Frequently occasions have arisen of the arrival of large consignments consisting of a carload lot or more, delivery of which could not be taken during the day owing to congestion on the pier. To facilitate the removal and handling of these large lots, the receiver, by applying to the agent at the station where the freight is held, can make arrangements for the delivery of the freight after 6 p. m. With receivers of large quantities of freight this arrangement should be taken advantage of as much as possible.

IMPORTANCE OF GLAUBER SALT.

THE production of the finer qualities of glass suffers more than any other under existing conditions. The raw materials must, before anything, be pure and of the highest grade of strength. Now, in consequence of the war, certain of the raw materials are unobtainable, and makers are forced to resort to substitutes which are contaminated by extraneous matter. Caustic potash and soda have to be replaced by the carbonates and Glauber salt, and since the carbonates are either high in price or not to be had, Glauber salt has to be used more extensively, and even in glass works where it was previously unknown. True, it cheapens the cost of the glass, but it also lowers the quality. A low percentage of iron is important, this impurity, however, being always present in the proportion of 0.01 to 0.08 per cent., the lower figure relating to that prepared in leaden pans.

In order to obtain a colorless glass it is desirable to have either potash or soda in the charge as well as

sulphate, bearing in mind that one part of sulphate corresponds to 0.75 part of soda or 0.97 part of potash. A charge with 33 parts of soda and 100 of sand would have to contain 22 of sulphate and $16\frac{1}{2}$ of soda to 100 of sand, if only one-half of the soda were replaced by sulphate. Sulphate glass is more difficult to melt than soda glass, and the life of the pots is shorter; but these drawbacks must be put up with in war time.

A more important question for the glassmaker is whether a really colorless glass can be made with sulphate. It is known that the best glass in this respect can only be made from materials either very low in, or entirely free from, iron, for, if this metal be present in any quantity the glass must be treated with a larger amount of discolorizing agents, and even then always looks dark, while a still larger percentage of iron gives a glass that always has a greenish tinge, in spite of the use of discolorants. Given, however, pure raw materials, including a good quality sulphate, as low as possible in iron, together with a suitable decolorizing treatment, then a clear sulphate glass can be prepared that will do for light hollow ware. Matters are different in the case of heavy ware, the ferruginous green due to the sulphate becoming apparent, so that the glass can only be classed as three-quarters colorless. For this purpose a portion of the sulphate must be replaced by potash or soda.

Sulphate glass requires a high melting temperature, and an important point is the careful calculation of the reducing agents, two parts of anthracite or wood charcoal being taken in practice to 40 parts of sulphate. If used in the state of fine powder this quantity of reducing agent is ample. It is highly advisable to mix the sulphate and reducing agent together thoroughly before incorporating with the rest of the charge, as this thorough admixture greatly facilitates the melting process. The purpose of the reducing agent is to convert the sodium sulphate into sulphite, which is more readily acted upon by the sand, the sulphur dioxide being eliminated in the form of gas, whilst the sodium oxide in the sulphate acts as a flux.

In addition to iron, Glauber salt contains gypsum, which tends to form sandiver.

Makers of mirror, window and bottle glass have already used sulphate for a long time, the first-named employing a high-grade material, lower in iron than is the case for bottle glass.

For lamp glasses, colorless glass and the like, the following recipes can be taken: (1) Sand 100, potash 10, sulphate 33 and lime 25 parts; (2) sand 100, soda 10, sulphate 31 and lime 25 parts; (3) sand 100, sulphate 44, and lime 28-30 parts.

A suitable decolorizing agent is required; for example, a fairly large amount of arsenic.

The proportions of reducing agent for the above three recipes are: (1) 1.75 parts; (2) 1.65 parts; and (3) 2.30 parts of anthracite or wood charcoal.



My Daddy Bought Me a Government Bond
THIRD LIBERTY LOAN
Did Yours?

Fac-simile of poster to be issued by the Publicity Department in
furthering the success of the third Liberty Loan.

This page donated by the CROCKERY AND GLASS JOURNAL.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity Whether or not the Federal Government will place an embargo upon the importation of English china clays is to be decided within a short time. The Government is now obtaining the views of pottery manufacturers on the subject. Ships are needed for other purposes, the Government says. Manufacturers here who have been using English clays declare that the commodity is essential and that no embargo upon its importation should be authorized. They say that while they stand willing and ready to do anything to help win the war, the lack of this ingredient would positively preclude the successful manufacturing of certain pottery products.

Samuel J. Natkin, with The Fair, Chicago, was the only buyer in the district last week.

President Barrett, of the Adams Express Co., made a special trip of inspection to this point a few days ago, with the result that two express cars are now placed here weekly for the bulk loading of shipments—one on Monday and the other on Thursday—thus eliminating congestion. The company announces that it will shortly erect a new express station on a vacant site adjoining the McKinley Hotel, at the Pennsylvania depot, and that four motor trucks are to be placed in service here, doing away with the present wagon system.

Robert T. Hall, president of the Hall China Co., has returned from his vacation at Pinehurst, N. C.

Joseph Davis has left for a brief Western trip in the interest of the Knowles, Taylor & Knowles Co.

The freight jam here is more serious than in January and early February. Nothing can be shipped over the Cleveland and Pittsburgh division at this writing. This means that the lines east of Pittsburgh and west of Cleveland are closed. Bellaire, O., opposite Wheeling, is the southern terminal. Railroad officials here

give no intimation when connecting roads will be opened. Many shipments of less than carlots are being sent to Pittsburgh to be stored there for forwarding at the first opportunity. There is a greater accumulation of packages piled outside packing sheds here than ever before. Thousands of crates, barrels, tierces and casks are marked and awaiting removal to freight stations the instant embargoes are lifted.

The demand for pottery for Government purposes is increasing at a rapid rate. The items in most request are soup bowls, cups, saucers, plates and side dishes. The amount of ware being made in East Liverpool on Government order is running into large figures. Almost every pottery in the country is making goods for the army and navy, but this city is getting the bulk of the business. Fortunately, the potteries here have so far been able to fill the requirements.

Those potters whose plants are located along the Ohio river here had a big scare last Thursday and Friday, when the water rose to the highest point of the year, owing to heavy rains at the headwaters of the Allegheny and Monongahela rivers. The danger point was passed, however, without any damage resulting.

Because of the press of other business, Charles F. Goodwin, secretary of the United States Potters' Association, has resigned as a member of the local Board of Education.

Word has been received here of the safe arrival in France of Daniel E. McNicol, Jr., formerly secretary of the D. E. McNicol Pottery Co. of Clarksburg, W. Va., and son of D. E. McNicol, of this city. He is a member of Co. C, 1st Prov. Recruiting Battalion. Laird H. Smith, son of Zed T. Smith, Eastern salesman for the D. E. McNicol Pottery Co. of this city, has been in France for seven months now. He is a member of Battery B, 5th Field Artillery.

Theodore Haviland

Limoges.
FRANCE.

THEODORE HAVILAND & CO

200 FIFTH AVENUE



NEW YORK



THE FIFTH AVENUE BUILDING

SUITE 316



MADISON SQUARE



SELENIUM IN GLASS-MAKING.

WHEN Turkey entered the war and thus cut off from this country her supplies of manganese dioxide the glass manufacturers, who used this product for neutralizing the greenish color of untreated glass, were forced to look about for a substitute. Manganese dioxide could be produced from available manganese ore only at a much higher price than they had been paying; but it was found that selenium, which a few years ago was only a scientific curiosity, was not only well adapted to the decolorization of glass, but could be produced and made into the proper compound at a price considerably less than that required for the manganese product under present conditions. As a result the consumption of selenium in this country, which was almost inappreciable before the war, is estimated at from 50,000 to 60,000 pounds for the current year. The price at present is about three dollars a pound. This metal is a by-product of the electrolytic refining of copper, and is produced only in the United States.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Decorator for well-known nine-kiln pottery. Permanent position. Good wages. Address A 160, this office.

SITUATIONS WANTED.

CHINA and glassware salesman of wide experience wishes to connect with first-class house looking for a good road man for the Middle West, West and South. Address A 165, this office.

BUSINESS OPPORTUNITIES.

WANTED.—Reliable first-class commission agents or salesmen traveling States of Ohio, Indiana, Illinois, to carry side line of popular-priced cut glass composed of thoroughly live items. No competition, as designs are patented. Liberal commissions. Address A 162, this office.

A FEW live salesmen covering china, art and gift shops can secure the agency for COPENHAGEN ART FAYENCE on a profitable commission basis.

Address ROYAL COPENHAGEN PORCELAIN AND DANISH ARTS, Inc., 563 Fifth Avenue, New York.

FOR SALE.

FOR SALE.—A small cutting shop in the Pittsburgh district, equipped with six of the best made lathes, and all other equipment that goes to make up a complete shop. Stones enough for all the lathes, and electric motor power. Fine light floor space, and reasonable rent. Will sell cheap or will consider renting plant and equipment. Address A 163, this office.

FOR SALE.—Decorating shop with all equipment, including kiln, brushes, colors, steel plates for etching, banding wheels, and everything that goes to make up a complete shop. Will also give recipes for making up inks, acids, etc. Will sell cheap. Address A 164, this office.

ANNOUNCEMENT TO THE TRADE.

ON March 12, 1918, Mr. Thomas B. Anderson, well-known East Liverpool manufacturing potter, for many years actively associated with the Edwin M. Knowles China Company, of that city, has been made manager in charge of manufacturing operations and will act in an advisory capacity both in the manufacturing and marketing ends of the business, he having been made a member of the Executive Board also.

We wish to assure our friends that we intend pursuing the same policy as heretofore, striving always toward quality rather than quantity. Our aim will be to please our customers so far as the generally unsettled conditions throughout the world will permit.

THE POPE-GOSSER CHINA CO.,

COSHOCTON, O.

"Potters to the American People."

ELPCO
MADE IN U.S.A.
CHINA

ELPCO
MADE IN U.S.A.
CHINA

ELPCO
MADE IN U.S.A.
CHINA

ELPCO
MADE IN U.S.A.
CHINA

OUR TRADE MARK.

... THE ...

EAST LIVERPOOL POTTERIES CO.

EAST LIVERPOOL, OHIO,

are offering the best line of popular-priced dinnerware made in U. S. A. Convince yourself of above truthful statement by seeing same at

Eastern Office:

Western Salesroom:

139 Fifth Ave., New York.

180 N. Dearborn St., Chicago.

ED. A. UNGER.

CHAS. D. McCHESNEY.

CROCKERY and GLASS JOURNAL

NEW YORK, MARCH 28, 1918.

CONDITION OF TRADE.

The demands on the domestic potteries **New York** to supply the army and navy have been heavy ever since we entered the war, and millions of pieces have been ordered and shipped since last November. In the month of January alone the figures went over the million mark, and bids are now asked for 3,000,000 pieces in one order. These are to be in hotel china, the Government no longer desiring semi-porcelain ware, which it has been taking because in a hurry; and it is reported that the hotel china manufacturers will pool their interests and give sixty per cent of their product to the Government. Besides this big order the potteries have good demands from the regular trade for both semi-porcelain and hotel ware, and will have their hands full for months to come. Therefore, buyers who have not anticipated their wants for the fall will have difficulty in getting supplies.

While regular trade with the glass manufacturers has been a little dull for the last two or three weeks, they, too, have had big government business. Some good orders have also been booked for export when ships can be had, and specialties outside of household goods have been in fair demand.

The importers of English and French goods are very quiet, wareroom visitors being few. The men on the road are doing pretty well considering that it is the week before Easter, and report that the prospects are more than good for a continuance of business all the spring. Their statement that it would be no trouble to

sell if deliveries could be promised is more emphatic than ever.

The Japanese importers for the first time in months had a quiet week in the warerooms. They are booked up on import orders well into 1919, and the stocks in New York are dwindling very rapidly. There are many goods in Japan awaiting shipment, and unless vessels are obtained in the near future there will be a shortage presently in this market.

There is nothing new to be said about cut glass or lamps. Conditions are unchanged in these lines.

The toy trade, which has been immense, is quieting down, and will probably be comparatively dull until the midsummer buyers get to town.

Retail trade in the city is about normal for the season. No great things are expected during "Holy Week," but it is hoped that business will revive right after Easter.

Outside of New York conditions are a little better. Pittsburgh particularly reports a good business. Chicago, Boston and Philadelphia have done pretty well, and salesmen who have canvassed those cities both for importers and manufacturers have done a good trade, indicating that retail business is good there.

The country is soon to be called upon to subscribe for a new Liberty Loan; but it is not likely that the call

will affect trade as the first did. Bond-holders are now getting cash dividends on their first loans, and have an entirely different feeling about lending the Government some of their money. Besides, owing to the unheard-of prosperity of the working classes, they have more to lend and to spend. Our advice is to prepare for a good business the rest of the year.

Pittsburgh and Vicinity

Orders for certain lines of glassware are better than manufacturers anticipated this season. Blanks are in good request, while all lines of packers' ware are in heavy demand. The demand for tableware is not so active, and stemware specifications are comparatively few. Some slight relief is noticeable in transportation, but the situation is far from being normal. Prices remain firm.

East Liverpool and Vicinity

Orders by mail continue numerous and visiting buyers have been rather active. Slight relief has been afforded in the transportation situation, but conditions are far from satisfactory. Hundreds of packages are still stored in packing sheds awaiting the opening of closed routes.

GREENHUT SALE UPHELD.

LAST Friday Justice Hotchkiss of the Supreme Court listened to arguments on a motion for the appointment of a receiver for the Greenhut Co., Inc., made in behalf of the Holland Security Co., owner of 45,000 shares of the first and second preferred stock of the corporation. A receivership was sought on the ground that Joseph B. Greenhut arranged for the sale of the Greenhut Co.'s stock to Gimbel Bros. in violation of the bulk sales law and without the ratification or approval of the board of directors.

Martin J. Conboy, attorney for the Holland Security Co., told the court that the figures for 1917 showed that the Greenhut Co. had made a profit, but that "for selfish reasons having to do with the desire of Greenhut and the Monmouth Security Co. to share alike with the preferred stockholders they devised a scheme to show that business had been done at a loss during the year."

It was charged by Conboy that "strong arm" methods were employed by the Greenhut Co. on advice of J. B. Greenhut, and that six per cent was arbitrarily deducted from the 1917 inventory, thus reducing the proceeds to the extent of \$104,000. Examination of the receipts of the Big Store Realty Co. had convinced him, he said, that the proceeds of the retail

sales for 1917 were much higher than the \$9,239,000 reported. The Realty Co., he explained, had been organized to hold the real estate in which the Greenhut Co., Inc., did business and was to receive four per cent of the proceeds of the gross sales.

"The Realty Co. got \$453,988.77 in rentals for the year," he said. "That figures out \$11,349,719 on a 100 per cent basis. The \$9,239,000 in retail business does not explain the big discrepancy of over \$2,000,000, which is all the more conspicuous when one considers that the department store omitted any mention of its contract business."

Conboy asserted that the Greenhut Co.'s gross business for 1917 amounted to \$10,800,000, nearly \$1,700,000 over the retail business reported. He then said that the voting trustees—Joseph B. Greenhut, Louis V. Bright and Leo Schlessinger—voted on Friday, March 8, to sell all the goods of the Greenhut Co., to Gimbel Bros., a competing concern, without having consulted stockholders.

Preference was given to the former creditors, who now constitute the Holland Security Co., for a very practical reason, Conboy told the court. These creditors, he said, held \$778,000 in J. B. Greenhut Co. bonds when that concern went through bankruptcy, and received first preferred stock because their claims remained unpaid, while the Monmouth Security Co. stockholders had received \$900,000 on account within a few months.

In behalf of the defendants former Supreme Court Justice David Leventritt urged there was no just ground for asking for a receivership, especially as the motion included a petition for an order restraining the defendants from taking any further steps toward disposing of their assets or going out of business. The defendants had acted properly and capably for the best interests of the stockholders. He contended that they had been duly authorized by the stockholders to take every step they had taken.

On Monday Judge Hotchkiss denied the motion.

TOYMAKERS PROSPERING.

TOY manufacturers with offices in this city report that orders on their books now amount to more than they ever had before at this time of the year. Practically all manufacturers seem to have sold out their most popular lines for the balance of the year, while several are said to have booked up their entire output for 1919.

Most of the buyers, it is said, have specified earlier delivery this year than they do ordinarily, apparently fearing a repetition of the conditions last fall, when it was practically impossible, owing to the many embargoes, to get shipments through in any sort of time.

Illuminating Devices.

Hanging, Stand and Portable Lamps; Light-
ing Glassware, indirect and semi-indirect;
Domes, Shades, etc.

WITH the constant arrival of new samples from the factory the showroom of Edw. Miller & Co., 68-70 Park Place, is never lacking in interest. There are any number of especially pleasing things in portables, and a hall fixture designed along lines suggesting an acorn shape is particularly distinctive. Alabaster glass forms the wide panels of the globe, between strips of cast brass. Overlaid and hanging ornaments of brass complete the fixture.

Among the attractive creations of the Pittsburgh Lamp, Brass and Glass Co. is a very handsome floor lamp with a heavy cast base in an elaborate embossed semi-classic design and rich gold finish, the standard covered with velvet relieved at intervals by heavily-embossed gold rings. It is on view at the New York office, 35 West Twenty-third street, in three colors—old rose, blue, and old gold.

The Horace C. Gray Co. are showing an excellent line of lamps at their showroom in the Fifth Avenue Building. The standards are of hand-wrought metal, and the metal-and-glass shades are very artistic. There are not many numbers in the display, but every one is a seller. All sizes are represented, from the boudoir or desk kind to the adjustable floor lamp.

A line of lamps that has long been a favorite in the West and which promises to duplicate its popularity here is shown by the McKenna Bros. Sales Corporation, 1171 Broadway. The designs and finishes are of a type that one expects to find in a high-priced line, but as a matter of fact these lamps are very moderately figured. Twelve different kinds are shown. The line is manufactured by the Empire Lamp Mfg. Co., Chicago.

"Laco-Dalite" glass, which is said to yield the most satisfactory equivalent of daylight of any artificial illumination, has just been introduced by the Laco-Phillips Co., this city. It has been installed with highly

gratifying results in several of the city's largest department stores and industrial establishments. A blue glass screen attached to a reflector does the trick, and wherever artificial light is used and daylight is required it is said to prove pre-eminently valuable. It is the invention of Eben F. Oliver, now with the concern, but who has been given a first lieutenantcy and expects to be called into the service within a few days.

Owing to the balcony not affording sufficient space for the contemplated extensive enlargement of their lamp department, Takito, Ogawa & Co. 101 Fifth avenue, have removed these goods to the main floor, where con-



siderable room has been given over to what H. Ichikawa, who has charge of the department, promises will be one

of the finest lines of lamps ever displayed in New York. New goods are constantly arriving from Japan, and a later announcement of the formal opening for the lamp buying season should be watched for by every dealer.

"Kno-Glair" pleated linen shades for electric lights, as shown in advertisement on another page of this issue, are manufactured exclusively by J. A. Whaley & Co., 118-120 Fifth avenue, at Seventeenth street, this city. They are covered by letters patent and are without doubt the most decorative and inexpensive electric shades ever put on the market. They



Photograph of "Kno-Glair" Window Display in a Prominent New York Store.

are just as durable and effective as silk shades, at about one-tenth the cost. Frequent changes in color schemes can, therefore, be made without any great expense. No shade-holder is required, as they slip over the small end of the lamp. Furthermore, they can be used on 10- to 40-watt mazda or tungsten standard base lamps when the lamps are either in upright or drop positions, or at any angle, and are therefore suitable for any style fixture. As illustrated in the advertisement, the No. 919 style will telescope inside of No. 918, as will also the No. 921 inside of No. 920, thereby producing very pleasing two-color effects.

SEE "OFFICIAL BULLETIN" BEFORE WRITING.

OWING to the enormous increase of Government war work the governmental departments at Washington are being flooded with letters of inquiry on every conceivable subject concerning the war, and it has been found a physical impossibility for the clerks, though they number an army in themselves now, to give many of these letters proper attention and reply.

There is published daily at Washington, under authority of and by direction of the President, a Government newspaper, the "Official Bulletin." This paper prints every day all of the important rulings, decisions, regulations, proclamations, orders, etc., as they are promulgated by the different departments and the many special committees and agencies now in operation at the national capital.

This official journal is posted each day in every post office in the United States, more than 56,000 in number, and may also be found on file at all libraries, boards of trade, chambers of commerce, and the offices of mayors, governors and Federal officials.

By consulting these files most questions will be found readily answered; there will be little necessity for letter writing; the unnecessary congestion of the mails will be appreciably relieved; the railroads will be called upon to move fewer correspondence sacks; and the mass of business that is piling up in the Government departments will be eased considerably. Hundreds of clerks now answering correspondence will be enabled to give their time to essentially important war work, and a fundamentally patriotic service will have been performed by the public.

NEW IMPORT EMBARGO.

ON April 15 an embargo on eighty imported articles will go into effect, with a qualifying clause which permits the shipping of the embargoed items, provided a permit has been granted, when such shipping does not interfere with the dispatch of the vessels. The articles in which the crockery, glass and allied trades are interested are: all salts of soda except nitrate and cyanide, electric lamps, mantles for gas burners, matches, toys, zinc, fluorspar and nickel.

GETTING READY FOR GOLF.

THE golf addicts are getting ready for the sport this summer, and a meeting of the enthusiasts in the trade is called for Friday to determine dates and links for the season. The first game will probably be played late in May.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

The falling off in the demand for the higher grade lines of blown stemware was anticipated, as these goods come in the class of luxuries

which can well be dispersed with in some quarters. Other lines of blown ware, however, are in good demand, and orders for the different items are quite satisfactory. Requisitions for the higher priced blown lines can be taken care of and assembled quickly.

Inability to obtain sand has caused one factory to be temporarily idle. This is the first time in many years when operations have had to be suspended on account of the lack of this material. The whole trouble seems to be due to the car shortage at shipping points.

Henry Nickel, city sales manager for the United States Glass Co., is one of the most active of the Four Minute Men in this district. He is speaking every night in suburban houses, churches, or at other public gatherings. He is active in the work of the Red Cross, has taken an energetic part in Liberty Bond sales, and to date has sold over \$5,000 worth of Thrift Stamps.

The enterprise of the American business man was well exemplified following the recent big fire at Johnstown, Pa., in which the Citizens Electric and Gas Appliance Co. and the Towzey-Phillips Co. lost all their stocks of lighting goods. The fire occurred late on Saturday night, and Sunday afternoon the concerns sent a cavalcade of trucks to this city for new merchandise. These trucks arrived here Sunday night, and, buyers having preceded them by train, were loaded immediately and started for Johnstown early Monday morning. In the meantime both concerns had engaged store space, and on Tuesday morning it was "business as usual."

Orders for packers' glassware are such that manufacturers say they cannot care for all that are offered. First the machine factories were crowded with business from packing plants; and now the hand shops are being rushed. Orders are for all kinds, from the common

tumbler to the better-grade container. Prices on all lines are firm, and the only question now in the minds of the manufacturers is how to handle the business with some degree of promptitude.

A good demand for flower vases is developing. Popular-priced lines are the best sellers.

Marked activity exists in the demand for automobile lenses, and advertising to the consumer is given as the cause.

Operating conditions in the glass factories continue unfavorable. It is either a shortage of help or of raw materials. All manufacturers say the same thing.

Quick shipments of soda fountain requisites are being asked by the large jobbing interests. Soda tumblers, sundaes, straw-holders and fruit containers are in very active demand. The wholesale druggists and confectioners are not alone in buying these lines now. The regular glass jobbers have been largely increasing their business in the goods.

While deliveries are being held up by the railroads, nearby dealers are having little trouble in keeping up stocks because they can send trucks into the district and buy what they need. Trucks come from such points as Youngstown, O., Wheeling, W. Va., and Johnstown, Pa., and complete the journey in about a day.

Opinion prevails that glassworkers' vacations will be very brief the coming summer. The men realize that the manufacturers are experiencing unusual difficulties this season, and that all plants should be kept as active as possible throughout the year.

Packers employed at the plant of the Bellaire (O.) Bottle Works are on strike for an increase in pay.

The Morgantown Glass Co., Star City, W. Va., recently formed with a capital stock of \$50,000, will take over the former plant of the Shriver Lumber Co. at

that place and convert it into a glass manufacturing establishment. Improvement of the property has begun, and the company plans to be ready to manufacture not later than July.

IMPORTS FROM STOKE-ON-TRENT.

THE exports of earthenware and china from Stoke-on-Trent, England, to the United States during the month of February amounted to £47,405—an increase of £27,443 over January.

AT CHICAGO.

OUT-OF-TOWN buyers were not so numerous last week, but those who did come bought well. The greatest demand is for staple merchandise. On all other varieties the tendency is to close out the stocks on hand before placing orders for more, and even then to go exceedingly slow.

Travelers on the road are doing well, although the buying is cautious.

The crying need of the trade at the present time is better shipments. The railroads are apparently unable to break the congestion, or, at any rate, the cars are being devoted to some purpose other than that of serving the crockery and glass trade. Dinnerware deliveries are very slow. Japanese ware reaches Chicago in fairly good time after arriving at San Francisco or Seattle, but cargo space on Pacific liners is still at a premium. The potteries of the Ohio district are not making much headway with shipments, so far as this territory is concerned.

Samuel Frazier, salesman for the United States Glass Co., passed through the city during the week on his way to visit the trade in Minneapolis, St. Paul, Milwaukee, and other cities of the Northwest.

Chicago importers, through H. W. Ackhoff, president of G. W. Sheldon & Co., custom house brokers, have protested against the Government's order to stop unessential importations. The order, effective April 1, does not make clear whether the restriction is effective at European ports or United States ports on that date. Many Chicago importers have their orders placed with foreign manufacturers of statuary and art goods, and they are much worried. Mr. Ackhoff claims that the order is unreasonable, and that the ships might as well come back filled with merchandise of some character as to be loaded with ballast. "Many merchants have placed orders for goods not even fabricated yet," said he, "and these must be paid for whether they are delivered or not. If they cannot be delivered a large

amount of money will be taken out of circulation here which might be profitably used in financing the war." A number of those affected have cabled to Europe hastening shipments so that they may leave before the order goes into effect.

Leo Arnstein was here last week in the interest of Ed. Schuster & Co., Milwaukee.

Harper J. Ransburg, glass factory representative at Indianapolis, spent a few days in the city last week.

Charles Cassell, of the traveling sales force of A. H. Heisey & Co., Newark, O., was in the city for a couple of days during the week.

The German-Americans of Chicago plan to put "pep" into the third Liberty Loan drive. Committee chairmen have been appointed in all lines to take charge of the work of solicitation among German-Americans. For the department stores Fred Knoop has been chosen. Nobody has yet been selected for the crockery and glass trade, but it is probable that this will be handled by the jewelry committee, of which William F. Juergens, of Juergens & Anderson, has been elected chairman.

Bar glassware sales in Chicago, which were threatened as a result of an effort to get the wet and dry question on the ballot at the April elections, will not be curtailed in the immediate future. The liquor interests were successful in getting the petition of the drys declared illegal and fraudulent by the election board. The list contained several thousand names of persons not registered. If the question had gotten on the ballot the city would undoubtedly have gone dry; in which case the sale of bar glassware would have been killed in Chicago and territory.

A. H. Sharpe, president of the Cataract Cut Glass Co., Buffalo, N. Y., was in the city last week on a visit to Dave Saunders, who represents the line here.

Max Schwartz, of the Golden Rule Department Store, St. Paul, was among the city's visitors last week.

B. H. Palmer, who travels out of the Chicago office for the United States Glass Co., left last week on his second road trip of the year.

Salesmen for crockery and glass factories who sell the city institutions have received the unpleasant information that after April 1 they will have to wait until 1919 for their money. Comptroller Eugene Pike declares that the city is practically bankrupt. There will be enough money coming into the treasury to meet the pay-rolls, but that is all. It is possible that the City Council will decide upon some means of raising taxes

to meet the emergency; but unless this is done all bills against the city for merchandise will have to wait until the 1919 budget is compiled.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under "Personal," the following buyers were reported in the city this week:

E D Garrison, hf, s, Sanger Bros, Dallas, Tex. 19 East 24th.

A A Breton, hf, t, Shartenberg & Robinson, New Haven, Conn. 404 Fourth ave.

P S Kaufman, t, C A Kaufman Co, New Orleans. 116 West 32d.

T A Barker, hf, R H White Co, Boston. 470 Fourth ave.

A H Gaum, hf, M Goldenberg, Washington. Cumberland.

G Bagnetto, hf, t, Dwyer Bros, Co, New Orleans. McAlpin.

F E Duebert, hf, Montgomery, Ward & Co, Chicago. 309 Sixth ave.

A B MacDonald, hf, t, Ogilvy's, Montreal. Manhattan.

R P Smith, hf, b, t, Fowler, Dick & Walker, Binghamton, N Y. 212 Fifth ave.

F L Warren, hf, Wise, Smith & Co, Hartford, Conn. 105 Grand.

CO-OPERATION ABSOLUTELY NECESSARY.

IN the course of an exhaustive address on transportation problems before the manufacturing potters of East Liverpool recently, John F. Lent, of the Lent Traffic Bureau, Pittsburgh, told his hearers that "the English Government has taken drastic steps to get the greatest service out of railway equipment by establishing a rule of loading and unloading which makes it a criminal offense to hold cars unnecessarily. Demurrage charges, although increased, have little effect. It was proven that there were sufficient cars if they were properly handled at points of shipment and at terminals.

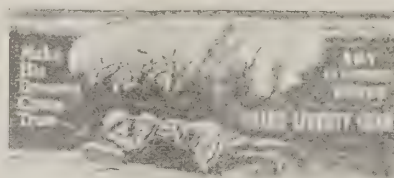
"To-day we find ourselves confronted with shipping conditions never before imposed, and the present outlook is not encouraging. Ships must be built, bunkered with coal and loaded with supplies. Some reforms are to be forced upon us, as well as the railroad managements, if full patriotic duty is performed. Shipments must be loaded and unloaded with dispatch, regardless of cost. Property must be shipped shorter distances so as to relieve the railroad machine of needless hauls. Many passenger trains must be taken off and motive power released for freights. Freight and passenger rates must be increased to make it possible to operate the railroads to full efficiency. The railroads must display their weakness rather than their accomplishments, so that the public may be able to co-oper-

ate intelligently and helpfully. Criticism must be displaced by co-operation, and mystery concerning rates, car supply and service must be removed by a policy that will instruct and enlighten the public, without discrimination.

"As Kipling says:

"It ain't the guns nor armament,
Nor funds that they can pay;
But the close co-operation
That makes them win the day.
It ain't the individual,
Nor the army as a whole;
But the everlasting team work
Of every bloomin' soul."

MEETING TO FURTHER LIBERTY LOAN.



ON Tuesday W. S. Pitcairn called a meeting at the rooms of the Crockery Board of Trade of those in the busi-

ness who had acted to further the sale of previous Liberty Loans, and plans were formulated for pushing the sale of the next issue.

Those present were, besides the chairman, Henry Witte, W. S. Anthes, Eugene H. Peck, Walter Strobel, L. S. Owen, Thos. F. Stackpole, W. W. Magee, L. S. Hinman, D. King Irwin, John Nixon, J. F. O'Gorman, Howard R. Handy and Geo. M. Jaques.

Mr. Pitcairn read a letter from Governor Strong asking that the same men who served before be asked to act again. He said voluntary energetic service was needed, and that no one who was not willing to serve cheerfully was wanted. The list was made up as follows:

CHINA	LAMPS
H C Kupper, Chairman	W W Magee, Chairman
Julius Rosenfeld	M Kirchberger
L S Hinman	Eugene H Peck
	Max Herbert
EARTHENWARE (dom.)	TOYS
E W Hammond, Chairman	E I Horsman, Chairman
Henry Benedikt	Maj E W Brueninghausen
Horace C Gray	Walter Strobel
GLASSWARE	A S Ferguson
J D Dithridge, Chairman	
Wm F Dorflinger	
D King Irwin	
John Nixon	
E T W Craig	
Alfred B Gunthel	
Chris Fleury	
C Dowdney	
	EARTHENWARE (imp.)
	Geo B Jones, Chairman
	John J Miller
	Jas B Boote
	W S Anthes
	W Q Wilcox

J. H. Walbridge and Geo. V. Haggerty were nominated for the housefurnishing trade, with the privilege of selecting their own committees.

Henry Witte succeeds Geo. Semler as vice-chairman.

FOUNDED IN 1874.

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Representing the interests of the Crockery, China, Pottery, Lamp,
Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MARCH 28, 1918.

HOLY WEEK and the Feast of the Passover combined caused city business to slump. But no one need worry. The usual resumption may be looked for after Easter.

SUBSCRIBERS who do not receive the CROCKERY AND GLASS JOURNAL with the usual promptitude should remember that the Post Office Department is hampered in many directions these days.

THE war news this week was disquieting; but the general effect was to spur everyone to greater action. The temper of the committee which met to aid in floating the third Liberty Loan reflects the feelings of the people at large—which is to win the war at any cost.

THE United States Government is getting wise. At the beginning of the war it bought crockery and glassware through the hotel supply houses. Now it is going to the factories direct, and makes no bones of telling them that it will not pay jobbers' profits. As its needs increase it seeks out the big plants that can fill big orders promptly. Furthermore, it will not place orders with factories that solicit government business in order that they may get raw material under preferential clauses, and so run their plants to fill orders from the trade. The Government now gives preferential shipments only for sufficient material to fill its own de-

mands. Within the past few weeks many factories formerly doing business with the Government have had no new orders. They will now know the reason why. Uncle Sam proposes to buy at the lowest possible price, and intends to get what is bought at the earliest possible moment.

HOW quickly we adapt ourselves to circumstances! When potash became unobtainable the glass manufacturers were in dismay. It was not thought possible to find a substitute. Now all are making glass which, while not as clear and white as potash glass, seems to satisfy. At any rate, little or no comment is now heard about the lack of what was deemed an indispensable constituent.

PERSONAL.

THE distinction of being the first woman to represent a pottery in this city has been won by Mrs. Mary G. Schott, who has just been given the management of the Haeger Potteries' New York office. Mrs. Schott is a good example of what efficiency and close attention to business will accomplish. Her experience extends over a period of only a trifle over a year as office assistant with the concern, during which she has accumulated more knowledge of pottery and pottery-making than a good many gain in a lifetime; and when J. H. Chilton resigned recently as manager she was immediately selected to take his place.



Wm. R. Noe, head of the firm bearing his name, is paying a visit to his son Harold, who is stationed at Rock Island, Ill. Before entering the service, two months ago, Lieut. Noe was manager of the concern's metal factory in Brooklyn.



H. Schierloh, traveling representative for Takito, Ogawa & Co., returned on Monday from a several months' trip through the Middle West and South, where he corralled a very satisfactory amount of business. He will make another tour within a few weeks, when he will devote his entire attention to the concern's extensive line of lamps.



E. W. Hammond spent Tuesday in Washington on special business. William Wagner, of his staff, returned from a trip there on Saturday.



At a luncheon given at their home in Brooklyn last Saturday, George E. Anthony, buyer for Loeser's, and Mrs. Anthony announced the engagement of their daughter, Miss Helene G., to R. Bradford Bayliss, son

of the late Judge S. Bayliss, of Brooklyn. The decorative scheme of the dining room was carried out in yellow. In the center of the table was a large Jack Horner pie in the form of an Easter egg, with streamers to which were attached cupids holding cards announcing the engagement.



Wm. G. Benedikt, buyer for Bamberger's, Newark, N. J., is at Lakewood, convalescing from a severe attack of bronchitis. With him is Victor M. Benedikt, his brother, just to keep him company. Victor is associated with another brother, H. Benedikt, the well-known manufacturers' agent.



A. J. Moser, buyer for the Auerbach Co., Salt Lake City, who has been making his second visit to New York since Christmas, is booked to leave for home late this week.



Guy Hawthorn, with Wanamaker's Philadelphia house, was making his regular visit to New York on Tuesday. He says he has not felt the customary Easter lull, but, on the contrary, the week has been good—as has the whole month of March.



John George, of the Canonsburg (Pa.) Pottery Co., was in New York Saturday and Sunday to meet his son Willard, who is stationed at Camp Merritt, near Tenafly, N. J. The young man is in charge of the detention camp and has to look after soldiers who have been exposed to contagious diseases. He has been inoculated twelve times.



W. E. Wells, of the Homer Laughlin China Co., and Marcus Aaron, president of the United States Pottery Association, spent Tuesday and Wednesday in Washington conferring with officials there regarding the proposed embargo on English ball clay.



Among the buyers who come to this city there is none more welcome than Miss M. M. Stewart, with J. F. Wells & Son Co., Utica, N. Y., now registered at the Wolcott. She is a plump, rosy-cheeked, vivacious young lady, quick at repartee and generally delightful, and, what is more, knows her business thoroughly. Is it any wonder the salesmen are glad to see her?



J. H. Chilton, who resigned as manager of the New York office of the Haeger Potteries last week, has gone with the Horace C. Gray Co., where he will devote his attention to selling the Wellington Glass Co.'s line of illuminating glassware. He is unusually well qualified to handle a line of this character, having been connected with the Macbeth-Evans Glass Co in a sales

capacity for several years, besides possessing a scientific knowledge of the subject.



After thirteen years of service as buyer for Martin's, Sioux City, Ia., Mrs. Ethel Durston Haynes resigned last week to start in business for herself. On or about May 1 she will open the "Durston Haynes China Shop" in that city, catering to the best class of trade, with which she has had dealings for so many years.



Charles L. Reizenstein, of C. Reizenstein & Sons, Pittsburgh, made a brief buying trip to New York the latter part of last week.



Happy is the man who can find relaxation from the cares of business in the pursuit of an avocation which at the same time adds to the joy of others. Otto Palm, of the Palm Bros. Co., seeks his in a cultivation of the muses. When wearied with decalcomanias he writes songs, and has just composed the words and music of one called "On to Victory!"



Harry Bennett, salesmanager for the Crooksville China Co., was in New York last week conferring with A. H. Hays, local representative of the concern.



Richard Briggs, formerly of the Richard Briggs Co., Boston, was in town the early part of this week calling on old friends. He is considering opening another china and glassware establishment in Boston in the near future—a venture that should prove a success with his wide experience and reputation among the better class retail trade in the above city, provided general business conditions are favorable.



Dr. Charles L. Casey, head of the Guernsey Earthenware Co., made his first visit to New York in several months the latter part of last week.



L. S. Crane, who travels New York State and Ohio for the Cambridge Glass Co., was in New York this week visiting D. King Irwin.



Arthur V. Rose, lately with Haviland & Co., and previously with Tiffany, but who is now out of business, is devoting eight or ten hours a day to the promotion of the Liberty Loan, being connected with the Publicity Bureau at 120 Broadway.



The ballroom of the Hotel Ansonia was the scene of a pretty wedding last Sunday night, when A. Klayf, well known for his long association with Koscherak

Bros., was married to Miss Ella Davis, of this city. Outside of the relatives of the bride and bridegroom the number of guests was limited to close friends. Among the latter were Ernest B. Koscherak and his mother, and Mr. and Mrs. Max Stensch. The honeymoon is being spent in the South.

AMERICAN-MADE TOYS.

SO proficient have American workmen become that the making of toys is entitled to be called a distinct American industry comparable with any other industry going on within the States.

Americans have always been known to do things thoroughly (it is a racial characteristic), and when they started out to make playthings it was in no half-hearted manner. They meant to be masters of the art, and by applying all their scientific and mechanical skill to produce articles of such perfection that the Germans, their teachers, would have to be taught. That this ideal has been reached in many cases one has only to take a peep into the shops about him to know.

The American toymaker has realized to a far greater extent than his foreign neighbor that toys are mental and physical food for children, and just as indispensable for the child's growth and development as food and clothing. With this idea in mind, he has turned out playthings designed to promote in the child the necessary comradeship, discipline, leadership and national pride—qualities which go to make up the self-supporting worth-while man and the valuable citizen. All modern toys, novelties and innovations which are constructed with this in view have a decidedly educational value, and are coming more and more into use as parents understand their object and worth. The German mind seems not to have grasped this idea to the same extent that Americans have taken hold of it, with the result that with but few exceptions the toys made here are superior in workmanship and in the thought behind the completed articles to those of the older nation.

America is simply walking away with toys scientifically constructed; the manufacturers put as much thought into the making of these articles as real builders of houses do into their work, for they are educating the future builders of houses in their profession. "The American Model Builder," for instance, is mechanically a wonderful toy. There are sets differing from each other in complexity, to be used as the child progresses in mental development. The first set teaches him first of all to construct the alphabet, and thus is more the schoolroom than the toy. From the other sets he makes all sorts of machinery, and, if he has a liking for it, develops a mechanical turn which may be the foundation of future training. "The Boy Contractor" is a

toy designed to make the child a contractor. One mother was heard saying of this: "Every man in my family is a contractor, and my little boy must be one, too. This toy is the very thing to set him on the right track and amuse him at the same time."

America has been making toys for ten years now, and the industry is by no means localized. There is not a city of any size in the whole country from one coast to the other which does not boast at least one such factory, some of which are the largest of their kind in the world. A great advantage to the people of this country in having the factories within reach is that broken toys may be easily sent back for repair; this, of course, was impossible when German-made toys were used exclusively.

During the past ten years so energetic and determined have been the producers to turn out superior articles that great improvement over the foreign make is obvious, together with a vast number of new creations which are truly American-born. For instance, there is the new Christmas tree ornament, which, when broken, will not cut the hand. The composition of it is the secret of an American manufacturer and has been used for the first time this year. There are bouncing balls, mistaken often for rubber, which are made out of chemically-treated sponges covered with plush and corduroy. There are slate-boards, and daylight moving pictures made of pasteboard. Baby phonographs there are, and menageries, and iron trains electrically run, and toy pianos, and every variety of toy known to human ingenuity, all bearing the American label.

In dolls alone this country has, until the present time, fallen behind. Bisque heads have been made exclusively in Germany, because the necessary clay was found there. Japan also has the clay in abundance, but the oriental mind could conceive and the oriental hand could mold only the oriental face; and American children like dolls to look like American children. But for the past two years American skill has at last constructed the bisque head and is at present supplying the demand here. Unbreakable "character dolls," those with baby faces and clothing, for instance, have been made in this country for some eight or nine years, and are a truly American product.

GERMAN "REPRISALS" ON AMERICAN FIRMS.

THE "North German Gazette," the semi-official German Government organ, announces that as a "reprisal" the following American firms have been placed under compulsory trusteeships: George Borgfeldt & Co., Berlin; F. W. Woolworth Co., New York; Louis Wolf & Co., Boston; Butler Bros., Philadelphia, and the S. S. Kresge Co., Detroit, all having branches at Sonneberg, Saxe-Meiningen.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

At the regular meeting of the Potters' Club held in the Ft. Pitt Hotel at Pittsburgh recently the entire evening was taken up with discus-

sion of traffic matters. Better results are being obtained with reference to the movement of raw materials since the manufacturers engaged an expert traffic service, and many now wonder why they were ever without such service. The idea of having men "ride" cars of raw materials after such cars have once been located was never thought of heretofore. The pottery manufacturers are in better shape to-day with reference to traffic than ever before in their history. Transportation of finished products can now be traced through with such speed that buyers are bound to feel results.

* *

The appraisalment of the business of the Cartwright Bros. Pottery Co. has been completed. Under Receiver W. T. Tebbutt the plant is being operated as actively as possible under the existing raw material situation. The company has a large amount of business on file, and this is being rushed through as quickly as conditions permit.

* *

Among visiting buyers were A. J. Royer, for Kemp & Herbert, Spokane; Morris Bergman, New York; Silas Ichenhauser, Evansville, Ind.; Mr. Parish, for E. B. Taylor Co., Richmond, Va.; W. L. Briggs, for Sibley, Lindsay & Curr, Rochester, N. Y.; Thomas Grogan, for Beamish Glassware Co., St. Louis, Mo.

* *

Southern territory was opened for shipments from this district through the Louisville, Ky., gateway late last week. Cars for packing in bulk, however, are still hard to obtain.

* *

An additional decorating kiln is being built by the Thompson Pottery Co. It will be put in use next week, and will considerably increase the capacity of that department.

* *

Information was received here a few days ago that a large consignment of English clay had been received

at an Atlantic port, but could not be dispatched here owing to inability to obtain cars. Every pound of it is badly needed by the potters.

* *

The flint situation is said to be acute. Stocks in pottery bins are low. One manufacturer reported enough to last a few days only; another said his stock was about enough for a day. Numerous cars of flint sand are en route to grinding plants here, but cannot be definitely located at this writing.

* *

Morris Bergman, of New York, when here a few days ago related that five cars of ware shipped East from this district on December 8 have not been delivered, and no trace of them can be found.

* *

The D. E. McNicol Pottery Co., which continues to feature calendar plaques, reports that advanced orders far exceed the demand of a year ago. Decorations possessing the national colors are proving the most popular.

* *

Renovation of the former plant of the Ohio China Co. at East Palestine, O., has commenced, and the Novelty Clay Forming Co., of Newell, W. Va., will start manufacturing there within three weeks, or as soon as raw materials can be delivered.

* *

Imported pebbles, used for grinding purposes in pottery plants, are becoming scarce.

* *

Trouble in obtaining imported decals continues, according to supply houses here.

* *

The representative of a glass manufacturer spent several days here last week in an effort to scare up several cars of sand. His visit was without result, as the shortage in this district is almost as great as with the glass manufacturers.

* *

The West Virginia Potteries Co., manufacturers of high tension insulators and other clay products at

Huntington, has filed a voluntary petition in bankruptcy. Liabilities \$18,589; assets \$70,863.

BUSINESS BRIEFS.

The large department store conducted by Albert J. Thomas at Lansford, Pa., known as the Bee Hive, was totally destroyed by fire last week. Loss \$125,000; fully insured.

* *

With a capital stock of \$50,000 the Brown Flint Glass Co. was formed this week at Parkersburg, W. Va., by J. W., C. C., T. M. and E. A. Brown, and John Godfried.

* *

O'Beirne Bros., dealers in china and glassware, 319 West Forty-second street, have filed a petition in bankruptcy with liabilities of \$31,466, and assets of \$30,935. Judge Hand appointed John L. Lyttle receiver.

GERMANY'S AMAZING EFFRONTERY.

ONE of the most striking documents issued by the publicity department of the Liberty Loan Committee on behalf of the third issue of bonds starts off by asking, Shall we lend our billions to the United States now, or hand them over gratis to Germany later? And then goes on to say: It is strange how often we need to refresh our realization of the German point of view and German intentions. We speak of German behavior toward Russia recently as an eye-opener, as if the war from the beginning had not been a long series of eye-openers. We are skeptical still of the German purpose to invade our shores, given the opportunity. Such an undertaking seems to us not only too ambitious, but too inordinately aggressive, for serious consideration, simply because we, who are tolerably satisfied with our national lot, and peacefully inclined, insist upon judging the Germans by ourselves. That is always the difficult thing to avoid—to judge others by oneself—and unless we are constantly on our guard we shall find ourselves yielding to this inclination whenever possible in the case of our enemies, although the facts of history, past and present, give us the lie at every turn.

At the close of the Spanish War, in 1898, Major N. A. Bailey, U. S. A., and Count von Goetzen, a German military attache and personal friend of the Kaiser, fell into conversation on board the transport Santee, returning from Cuba. The subject of the friction between Admiral Dewey and the German Admiral von Diedrichs at Manila came up, whereupon von Goetzen said to the Major:

"I will tell you something which you had better

make note of. I am not afraid to tell you this, because if you do speak of it no one would believe you and everybody will laugh at you.

"About fifteen years from now my country will start her great war. She will be in Paris in about two months after the commencement of hostilities. Her move on Paris will be but a step to her real object—the crushing of England. Everything will move like clock-work. We will be prepared, and others will not be prepared. I speak of this because of the connection which it will have with your own country.

"Some months after we finish our work in Europe

Continued on page 22.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Decorator for well-known nine-kiln pottery. Permanent position. Good wages. Address A 160, this office.

SITUATIONS WANTED.

CHINA and glassware salesman of wide experience wishes to connect with first-class house looking for a good road man for the Middle West, West and South. Address A 165, this office.

BUSINESS OPPORTUNITIES.

WANTED.—Reliable first-class commission agents or salesmen traveling States of Ohio, Indiana, Illinois, to carry side line of popular-priced cut glass composed of thoroughly live items. No competition, as designs are patented. Liberal commissions. Address A 162, this office.

FRANK OHDENDAHL,

1416 BROADWAY,

NEW YORK.

STORE AND SHOWROOM FIXTURES OF ALL KINDS.

A Specialty made of China and Glassware Fittings.

WARNING!

WE hereby caution the trade against the purchase of Cut Glass which shows an infringement of our "Rosebud" design, Patent No. 49219, Serial No. 91497 of April 15th, 1916.

At the same time we hereby serve notice on the manufacturers who are producing such Cut Glass that we intent protecting our interest to the fullest extent.

McKANNA CUT GLASS CO., Inc.

Honesdale, Pa., February, 1918.

Theodore Haviland

Limoges.
FRANCE.

THEODORE HAVILAND & CO

200 FIFTH AVENUE



NEW YORK



THE FIFTH AVENUE BUILDING

SUITE 316



MADISON SQUARE



we will take New York, and probably Washington, and hold them for some time. We will put your country in its place with reference to Germany. We do not purpose to take any of your territory, but we do intend to take a billion or more dollars from New York and other places. The Monroe Doctrine will be taken charge of by us, as we will then have put you in your place, and we will take charge of South America, as far as we want to. I have no hostility toward your country. I like it; but we have to go our own way. Don't forget this, and about fifteen years from now remember it and it will interest you."

Dr. William T. Hornaday, to whom this conversation was related by Major Bailey, did remember it and was sufficiently interested to cause its publication in the summer of 1915. Does it interest you now that to prevent just this thing, among others, we have joined issue with Germany and are about to float our third great war loan? Or are you still numbered among those in whose lack of imagination von Goetzen put such confidence when he told the Major: "If you do speak of it no one would believe you and everybody will laugh at you"?

If the amazing revelations of German ambitions and ruthlessness have made anything like an adequate impression on your mind you will invest in the Liberty Bonds of the third loan to the limit of your capacity. It is not an inexpensive thing we have undertaken—so to help defeat Germany in Europe that never will she have the opportunity to attempt such an outrageous assault as that outlined above. Warfare conducted at long range on the grand scale is about the most expensive of all human enterprises. But it is worth it from any point of view whatsoever; and provided you are an American you will pay your share of the bill—you will at least lend your money now on the best security in the world rather than run the risk of losing it completely to the conqueror later. For this is the time to defeat Germany. We shall never have a better chance.

HOW TO MAKE MEN LOYAL.

LOYALTY is a two-sided arrangement. Before men can give it an employer must have earned it. Every employer must realize that men cannot be made loyal against their own interests. If it can be shown them that it will be to their advantage to follow refractory labor union leaders—if they can be made to believe that they can do better for themselves by not being friendly to their employer—then men cannot be expected to throw in their lot with you heart and soul. But if you can prove to them by your everyday actions and your attitude toward them that you have their interests at heart and are anxious to do the right thing by them, then you can win the loyalty of every man who is made of the right stuff and is willing to do the fair thing by his employer.

JUST because you cannot see the reason why certain orders were given is no reason for not obeying them. The man higher up may not be telling all he knows.

"Potters to the American People."

ELPCO
MADE IN U.S.A.
CHINA

ELPCO
MADE IN U.S.A.
CHINA

ELPCO
MADE IN U.S.A.
CHINA

ELPCO
MADE IN U.S.A.
CHINA

OUR TRADE MARK.

... THE ...

EAST LIVERPOOL POTTERIES CO

EAST LIVERPOOL, OHIO,

are offering the best line of popular-priced dinnerware made in U. S. A. Convince yourself of above truthful statement by seeing same at

Eastern Office:

Western Salesroom:

139 Fifth Ave., New York.

180 N. Dearborn St., Chicago.

ED. A. UNGER.

CHAS. D. McCHESNEY.

KNO-GLAIR

PATENTED

PLEATED LINEN SHADES FOR ELECTRIC LIGHT
MORE EFFECTIVE THAN SILK AT ABOUT ONE-TENTH THE COST
IN DEMAND ENTIRE 12 MONTHS OF THE YEAR

MANUFACTURED EXCLUSIVELY BY

J. A. WHALEY & COMPANY

LAMPS—LIGHTING FIXTURES—SHADES

118-120 FIFTH AVE.,

NEW YORK



MADE IN FOUR STYLES AND NINE COLORS
NO SHADE HOLDER REQUIRED

SLIPS OVER SMALL END OF BULB

CAN BE USED ON ANY FIXTURE

NOS. 918-919 "CRETONNE EFFECTS" RETAIL AT 15 CENTS

NOS. 920-921 "PLAIN COLORS" AT 10 CENTS

PACKED EITHER 3 DOZEN OR 1 GROSS OF A STYLE

AND COLOR OR ASSORTED COLORS TO CARTON

SPECIAL 1 GROSS ASSORTMENT INCLUDING ALL

STYLES AND COLORS \$10.40 NET.

CROCKERY and GLASS JOURNAL

NEW YORK, APRIL 4, 1918.

CONDITION OF TRADE.

New York April business opens up very satisfactorily. The last week in March was the dulllest ever known. Holy Week and the Feast of the Passover combined to take all the "pep" out of business—to say nothing of the fact that a great battle was raging, with disquieting features for the Allies. But on Monday, after one of the most delightful of Easters, as far as weather was concerned, the sun again shone brightly, and all New York was out of doors. The retail stores were thronged, and in the china and glassware departments brisk buying was going on everywhere.

The sale of Greenhut's stock at Gimbel's opened with a rush on Monday morning and is attracting great crowds. Of course the best of the wares had been selected for the initial display. The showing was good, and included French, English and domestic dinnerware in sets and open stocks. There was a little Austrian ware, and a big display of domestic glass. The open stock dinnerware patterns will be continued after the sale. The prices were low, and buyers with any knowledge of values could pick up great bargains. A 100-piece French dinnerware open stock pattern marked \$37.50 would cost to land to-day about \$50. A domestic set with a plain broad band in one color, with coin gold matt handles, was marked \$19.50. Six-inch Austrian plates were offered at twenty cents each, and English porcelain seven-and-a-half inch plates at twenty-two cents. Eight-ounce sandblasted tumblers were seven and ten cents each. Other articles were marked

in proportion. The sale helped business generally. Prospective buyers drifted into other stores either before or after visiting Gimbel's—or perhaps without going there—and buying in general was better than for weeks.

The importers are now dependent on orders from travelers or by mail, and both have been very satisfactory this week. Collections are reported as unusually prompt.

Local agents for both pottery and glass have seen a slight improvement. A continuance, even for a short time, of the good business the retail trade is having will benefit them greatly.

Domestic potters are booking plenty of business, and bemoan the fact that they cannot ship more goods, as they are losing repeat orders.

While the glass manufacturers have had a falling off in orders, there is renewed interest in business this week.

Wholesalers all over the country are very busy—showing that retail trade in the smaller places is excellent.

A good trade is in sight for a long time to come. No matter what turn things may take on the other side, merchants in all kinds of business are sanguine for the future here.

East Liverpool and Vicinity There is some relief in transportation, and a greater volume of merchandise is being forwarded, although carlot shipping eastward from here is still held up. Buyers who have visited the market have been liberal in their specifications, all lines of pottery being in demand.

Pittsburgh and Vicinity Business with glass manufacturers is "spotty," some lines being very inactive, while others are ordered in extensive volume. Trouble in shipping to the East continues, and the raw material situation shows slight improvement.

SALES OF WAR SAVING STAMPS.

THE total sales of War Saving Stamps by the crockery, glass and allied trades to date is as follows:

	War Savings Stamps	Thrift Stamps
J. Wedgwood & Sons.....	7	59
Wimelbacher & Rice.....	8	42
Morimura Bros.....	17	1349
Geo. Borgfeldt & Co.....	135	844
J. H. Venon, Inc.....		18
E. T. W. Craig.....	17	324
C. Dorflinger & Sons.....		51
K. J. Okajima.....		193
George H. Kamoi.....	8	
Wallach-Behrend Co.....	\$126.50	
Tashjian Bros.....		45
Takito, Ogawa & Co.....	302	
W. S. Pitcairn Corporation.	10	200
Le Roy T. Pease.....	24	250
Edward Boote.....		77
Marcus Bist.....	\$30.00	\$12 50
B. Shackman & Co.....	4	72
Lowenfels & Co.....	1	115
Chas. M. Levy.....	3	100
Edward B. Dickinson....	7	76
Frank & Danziger, Inc...	9	10
Bryce Bros. Co.....	9	167
A. J. Fondeville & Co....	2	32
E. I. Horsman Co.....	\$170.38	\$33.00
Pairpoint Corporation....	15	230
Strobel & Wilken Co....	\$1,213.21	
L. Straus & Sons.....	124	275
Lazarus & Rosenfeld....	62	620
Herman C. Kupper.....	13	182
B. Illfelder & Co.....	1	37
L D Bloch & Co.....	36	346

Additional agents secured are:

Ellis & Lamb, 45 East 17th street.
 J. Epter, 901 Prospect avenue.
 T. Y. Dong, 27 West 36th street.
 Otto L. Panzer, Bushwick Terminal Building No. 6, Brooklyn.
 C. Marcus, 153 Eighth avenue.
 Chas. M. Levy, 2819 Atlantic avenue, Brooklyn.
 Albert Granatell, 3081 Third avenue.
 Benjamin Griffin, 40 Vestry street.
 S. Grossman, 370 Knickerbocker avenue, Brooklyn.

Nathan Levitton, 1427 Broadway, Brooklyn.
 Sinza Kuwayama, 112 East 59th street.
 Albert Kahn, 23 Union Square West.
 Paul Debuchy, Standard Oil Cloth Co., 320 Broadway.
 Nathan Rosenblum, 955 Morris avenue.
 G. W. Wineberg, 15 Fourth avenue, Brooklyn.
 Fannie Freed, 262 Tenth avenue, Astoria, L. I.
 Morris Feningstein, 3943 Third avenue.
 Jacob Ferber, 299 Jackson avenue, L. I. City.
 Leo Schlesinger & Co., 64 Wooster street.
 Louis Greenspan, 205 Graham avenue, Brooklyn.

TO BOYCOTT GERMANY.

NEW YORK, March 27.

Editor CROCKERY AND GLASS JOURNAL:

Dear Sir: I read with interest an article in a recent issue in regard to the movement to boycott German goods after the war. You are quite correct in the statement that such a movement has started, and I am in a position to know that this movement is assuming very large proportions and is gaining headway every day. It is no exaggeration to say that at least ten million people have already pledged themselves not to use or purchase German goods in the future.

Now, as to your statement that you question whether these people will live up to their resolution, I must take issue with you.

The conditions that prevailed after the war of the Revolution are hardly parallel with those that govern the case at present. The war of the Revolution was a dispute between mother and son, as the Civil War was between brothers; and when both the defeated parties realized that they were wrong they admitted it in a sportsmanlike manner, and the bitterness engendered was soon forgotten.

Another fact to be remembered is that both these wars were conducted according to the laws of civilization.

I am quite willing to admit, much as I regret to have to say it, that I realize we have a number of people among us whose word is no more to them than a German treaty is to a German. But, thank God! they are in the great minority, and we have enough loyal, spirited and principled Americans who will keep their plighted word and show Germany that we are not a nation of treaty-breakers.

This economic boycott of Germany is recognized by people of intelligence and influence as the greatest weapon we have to make Germany realize the enormity of her offenses against the laws of civilization, and give her to understand just how she stands in the estimation of and outraged world.

CHAS. W. HIRD.

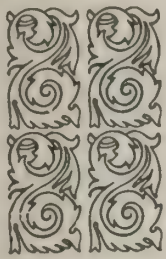
Another correspondent writes (and it will be noted that he has forestalled the recommendation of the Department of Commerce printed on another page under the caption "How to Write Foreign Business Letters"):

NEW YORK, March 28.

Editor CROCKERY AND GLASS JOURNAL.

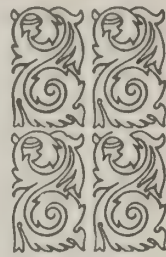
In my export work I have sent out fully 20,000 letters to foreign countries during the last four months, and in every one of them I state that I cannot do business with enemy houses during the war, and that I positively refuse to do business with them even after the war. Neither shall I ever purchase anything, as long as I live, of German origin, nor shall I permit any member of my family to do so.

W.



Pointers for Buyers.

Where Live Merchandise May Be Obtained.
Tips to Dealers Looking for Ready
Sellers.



ENAMELED AND GOLD-ENCRUSTED GLASSWARE.

Edmonson Warrin & Co. are adding new laurels to their already enviable reputation as decorators by a line of specialties in glassware in which they have achieved some strikingly rich effects and colorings. The assortment presents a long list of unusually good items to select from, and is shown at the salesroom of Justin Tharaud, 25 West Broadway, who sells the line for the concern. One of the most artistic creations is a matt-gold-edge-broken-band border decoration, which may be had in blue, yellow, green and claret. Where the band is broken a transparent fruit cluster motif in contrasting colors offers just the proper touch of variety to the pattern. Other pleasing treatments are in colored enamels and gold, raised gold, silver and gold encrustations, cuttings in combination with silver bands, etc.

HOUSEHOLD SPECIALTIES.

H. Benedikt has just acquired the line made by the Wilson Mfg. Co., Niles, O., for representation in the New York market. This concern turns out a comprehensive and very superior line of toasters—among the best known makes of which are the "Knoblock," "Pittsburgh" and "Wilson"—corn poppers, meat broilers, and other specialties of similar character.

GLASSWARE SPECIALTIES.

Among the specialties displayed by Paul A. Straub & Co. at 105 7 Fifth avenue are some unusual designs in decorated glassware in coin gold and enamel treatments, together with pretty patterns in light cuttings that present some refreshingly clever ideas. There are also mahogany-and-glass and silver-and-glass specialties that will appeal strongly to the retail customer.

DAINTY STEMWARE.

One of the most effective patterns in stemware the Beaver Valley Glass Co. have sent their New York representative, Frederick Skelton, in a long time was placed on exhibit at his salesroom in the Fifth Avenue Building this week. The design consists of a deep plate etched thistle spray applied in a novel manner that is sure to win favor among those who appreciate beauty and re-

finement. The dainty new shape is also entitled to a special word of praise on its own account, for it adds materially to the effectiveness of the pattern. The bowl, of fine quality optic crystal, is well proportioned in a graceful, slightly-flared style, and is attached to a thin drawn stem.

WELCOME ADDITIONS.

New additions to the Duncan & Miller Glass Co.'s line shown by Paul Joseph at 92 West Broadway are always of interest. To fill out the range of sizes in baskets a four-inch one has been added, and a new flared shape iced-tea tumbler now gives the buyer a choice of two styles, the item being made in a straight shape as well. There is also a small oval olive dish, a footed oval nut bowl, grapefruit dish, and two-section covered bonbon. These pieces add materially to the strength of the line, which is one of the best of its character on the market. It has proven tremendously popular, not only plain, but as a line upon which cutters and decorators exploit their various ideas of treatment.

BOUND TO SELL.

A new decoration in Maddock's open stock dinnerware that has just made its appearance at the salesroom of Maddock & Miller, 54 Murray street, is sure to receive a cordial welcome, for it is a type of treatment that is universally liked. It is known as "No. 2505 Blue Band," and consists of a narrow royal blue border enclosed between matt coin gold lines, with a heavy coin gold edge and half matt handles. This is always an attractive color combination, and the exquisite simplicity of this pattern makes it doubly so. It is shown on the "Classic" shape, which has grace in every line without in the slightest degree sacrificing its practical qualities.

GOLD-ENCRUSTED GLASSWARE.

It would be difficult to conceive of a more interesting showing of glassware than A. P. Doctor has on display from the Central Glass Works at his salesroom in the Albemarle Building, Twenty-fourth street and Broadway. Recent acquisitions have greatly enhanced its attractiveness. A remarkably beautiful wide-band gold encrustation is commendable from every stand-

point. The design is particularly neat and well executed, while the shape could not be improved upon.

AT CHICAGO.

CONDITIONS continue most satisfactory. While shipments of dinnerware and table glassware are far behind their schedules, there has been some improvement in the past few weeks, and the belief is that in another thirty days deliveries will again be normal. While buyers are not placing heavy orders at this time, owing to the fact that they are still operating on stock orders placed last winter, or soon after the first of the year, the aggregate of moderate orders is good, and satisfactory to the factory salesmen.

A plan is under discussion to ask the Eastern firms represented here by branch offices to allot a part of their Liberty bond purchases to Chicago, in order that the proper showing may be made here, and some firms have already expressed a willingness to do so.

George H. Bowman, of George H. Bowman Co., Cleveland, O., is expected in the city within the next few days to inspect the new display room of the company in the Shops Building, which was moved last week from the Kesner Building. They have twice the space they had in the old location.

C. E. Roehling, of Pitkin & Brooks, takes a very cheerful view of prospective glass sales during the spring and summer months. He says that if the factories make good on their deliveries there is no question about the goods being sold.

B. H. Palmer, traveler out of the Chicago office for the United States Glass Co., returned to the city last week from a very successful road trip.

Lewis H. Simpson & Co. will move May 1 from 30 East Randolph street to the Shops building, which now houses more glass firms than any other building in the city.

The Chicago Association of Commerce has embarked on a campaign which has for its purpose the increasing of the membership by 4,000. Every crockery and glass firm in the city not already a member is to be solicited.

The weekly trade bulletin issued by Marshall Field & Co. has the following to say of wholesale trade conditions: "During the past week the volume of orders for both immediate and future delivery surpassed the high mark of last year. Collections are good. The number of visitors in the city declined a little, owing to the fact that they are busy with their trade at home. Road sales

are heavy, but merchants are buying with great discrimination, and there is an effort to keep slow-moving items out of stocks during the summer months."

According to latest reports, George Spinney, formerly manager of the Chicago office of the Cambridge Glass Co., is now at Peru, Kan., in the oil business. Mr. Spinney had some previous experience with oil in the days when the Middle Western oil country was on the boom.

E. B. Hall was in the city during the week buying for the Glaas Block Store, Duluth, Minn.

HOW TO WRITE FOREIGN BUSINESS LETTERS.

"SEE that a win-the-war spirit gets into your foreign letters" is the slogan of a movement launched last week by the Department of Commerce to remind business men that the everyday business letter is a most effective instrument for creating confidence in the Government's war policies and for inspiring others with the determination to see the war through at any cost.

"The idea was first brought forward in connection with American business letters to foreign countries," said Secretary Redfield. "The volume of our foreign business mail is very large. It reaches firms in all but the enemy countries. For the most part it is read by those who are for us; but you may be sure that it reaches many who doubt our success and many who are at heart against us. I am sure that every foreign business man who opens an American letter is quick to detect even the slightest indication of the writer's feelings on the conduct of the war and its outcome.

"It is of the utmost importance therefore that the American business letter breathe confidence in every line. If the manufacturer or exporter feels that he has a just grievance against restrictions imposed on his trade, by all means let him go right to headquarters and register as emphatic a complaint as he feels is justified. But he certainly should not carry the matter into his business letters. It is sure to create an entirely erroneous impression in some minds.

"Let the American business man make known to the whole world that he is for this war and that he is going to see it through, regardless of inconvenience, loss of trade, loss of money, or anything else. Every manufacturer ought to be fearless in expressing his sentiments, even though he may be writing to a concern whose sympathies he may suspect are not wholly with us. Don't give a foreign concern the idea that you are apologizing for your Government's restrictions or that you are chafing under them. Spread the impression, the absolutely correct impression, that over here we are backing this war unqualifiedly."

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

The matter of obtaining raw materials has reached that stage where manufacturers are no longer depending solely upon the efforts of

shippers, but are sending their own men to shipping points with instructions to remain there until some action has been obtained. This is especially true with reference to glass sand. More trouble is being experienced in obtaining this than any other raw material. Reserve stocks at glass factories are below normal, owing to inability to secure cars for loading.

Some export business continues to be placed with local manufacturers. Before the goods can be forwarded it is necessary to secure an export license, which, however, practically insures shipping space being available upon the arrival of the merchandise at loading ports.

From certain parts of the country, particularly the West, mail orders are holding up well. One reason for this is found in the fact that it is easier to ship Westward than South or East. Western houses report an active movement of all stocks.

Cooking glassware is now being purchased by some scheme houses in liberal volume. Large coffee roasters are the principal buyers. Within the past fortnight some very large business is reported to have been placed here.

The lifting of the embargo by the Baltimore & Ohio Railroad to many points resulted in a flood of glassware being rushed to this road, which had been practically closed for many weeks.

A very good demand continues for the coin gold band and colored enamel decorated specialties introduced at the January exposition. The factories making these goods say that the decoration has proved one of the most popular brought out in years.

Manufacturers are wondering where the necessary

labor is to be obtained for the new pressed and blown factories contemplated at Parkersburg, W. Va., Norfolk, Va., and Florida.

"There are more ways of killing a dog than by hanging him." A manufacturer here recently purchased a carload of second-hand barrels, specifying immediate shipment. When the car of barrels was delivered it was immediately reloaded with packed ware, and the railroad told to take the car. Although the railroad agent "kicked" about the stunt, the car was moved out the day it was loaded.

Orders for packers' glassware continue very active. Big business is being placed for all kinds of glass containers, on account of the shortage of tin.

Indications are that new building will be on an increased scale this spring, and this is already reflected in an increased demand for lighting glassware.

The Economy Tumbler Co., one of the oldest glass manufacturing concerns in Morgantown, W. Va., announces that it has completed plans for doubling the capacity of its plant. Work will be started at once, so as to have the facilities in operation before the fall trade sets in. The changes and additions will mean the employment of several hundred more workmen. The erection of three three-story buildings is included in the improvement programme, which also contemplates the manufacturing of producer gas from coal. The cost will amount to over \$100,000. When completed the Economy Co. will have a plant equalled by none, either in size or capacity for producing its particular kind of ware.

According to an announcement just received here, pressed tumblers, tableware, etc., will be manufactured by the Florida Glass Co., Tampa, Fla., which has just been organized with C. J. Early, of the Commercial Grove Co., Orlando, Fla., as president.

THE 1918 GOLF SCHEDULE.

At an officers' meeting of the Pottery, Glass and Brass Golf Association, held April 2, the schedule of tournaments was announced for the coming season as follows:

May 16—Richmond County Country Club.

June 13—Scarsdale Golf and Country Club.

July 11—Glen Ridge Golf Club.

Aug. 15—Forest Hill Field Club.

Sept. 12—Essex County Country Club (championship).

Oct. 10—Wykagyl Country Club.

BOSTON BUSINESS NOTES.

THE following stores have agreed to close for the great All-America Parade inaugurating the third Liberty Loan campaign on Saturday, when \$85,000 are expected to march if the weather is favorable: Jordan-Marsh Co., R. H. Stearns Co., C. F. Hovey Co., R. H. White Co., Houghton & Dutton Co., Smith, Patterson Co., Shepard, Norwell Co., A. Stowell & Co., William Filene's Sons Co., Allen & Paisley Co., Charles R. Lynde, Gilchrist Co., Butler's, C. J. Bailey Co., and Burdett & Williams Co. Practically all other retail stores will also close, and nearly all have agreed to decorate their buildings and windows during the loan campaign. All the large stores will have bond booths for booking subscriptions.

More than ever the Boston department and other stores are preparing to boom the purchase of bonds of the third Liberty Loan. "It seemed," said the head of one store this week, "as if the stores on their own accounts and for their employees had done as much as they could in the first and second loan campaigns, but this time we are planning to do far more. We want every one of our employees to wear a bond button of this loan, and we feel confident that they are more than ever imbued with the patriotic spirit."

The trade learned with deep regret this week of the death of Timothy Smith, president of the Timothy Smith Co., and one of the best known old-time department store heads in New England. Mrs. Smith died in less than an hour after her husband, due to the shock of his demise. Mr. Smith was in his eighty-third year, but had always been active in business, and for more than half a century had conducted the store bearing his name. Beginning as a clerk in the dry goods house of Brett & Kingman, he not long afterwards became manager of a store in Roxbury, on the site of the present large store occupied by the Smith company. After starting for himself his business grew steadily,

and one building after another were added, until to day several hundred clerks are employed. He was the first president of the New England Dry Goods Association, a life trustee of the Roxbury Latin School, an officer in the Boston City Club, the Roxbury Boys' Club, Roxbury Historical Society, Boston Chamber of Commerce, Engineers' Club, National Geographic Society, National Forestry Association and other bodies. In 1913 he gave to his native town of Eastham, on Cape Cod, one of the finest public libraries in that section of the State.

The Jordan-Marsh Co. has agreed to purchase each month as many Smileage Books as there are stars in its service flag, and efforts are being made to have this idea adopted by other stores here. It is also understood that plans are being made to have the idea taken up in New York, Chicago, Philadelphia, and other large cities.

The durability of clay was demonstrated by W. H. Grueby, an expert on tiles and pottery, the other evening when he lectured before the Boston Rotary Club and read a contract inscribed on a tablet 3,000 years ago. The contract covered a transaction between a man who sold dates and his customer. Mr. Grueby said that the piece of pottery he exhibited was of far more recent date than some that had been discovered in Egypt and elsewhere in the East where excavations were going on. Among the discoveries were love letters more than 5,000 years old, graven on clay by ardent lovers, and fairly well preserved. Mr. Grueby said that John Low, of Chelsea, made the first embossed tile in 1878, and that the first dull-finished tile and the first anti-friction tile made anywhere in the world had been baked in South Boston.

An exhibition of pottery at the gallery of the Arts and Crafts Society, 9 Park street, has attracted wide attention, as there are many specimens of contemporary wares by American potters and a few examples of old work by way of comparison. The old pottery, lent by Frank G. Macomber and George B. Dexter, comprises Chinese and Rhodian vases and plates. The new work came largely from well-known American makers, including Mrs. A. A. Robineau, of Syracuse, N. Y., Newcomb Pottery, New Orleans; Pewabic Pottery, Detroit; Dedham Pottery; Marblehead Pottery; Fulper Pottery, Flemington, N. J.; Hampshire Pottery; Van Briggles Pottery, Colorado Springs; Byrdcliffe Pottery; Mrs. Robinson and Miss Thayer, of Worcester, and the Bennett Street School, of Boston. The collection was artistically arranged, and the display of color in the various glazes magnificent. Features of special interest were the exhibit of lustre tiles from the Pewabic Pottery and a display of plates in the Persian style of decoration made by Miss Potter under the direction of George C. Greener, of the North Bennett Street School.

At the twenty-first annual meeting of the society the other evening it was announced that the sales of pottery, glass and other objects had totaled more than \$100,000 for the year.

OBITUARY.

GEORGE BERGHAUSER, in charge of the shipping department of Geo. Borgfeldt & Co., of this city, died Wednesday at the Presbyterian Hospital, aged forty-one.

Mrs. Emma S. Graef, widow of Frederick E. Graef, a china merchant of Manhattan, died at her home in Brooklyn on Tuesday, aged sixty-eight.

DECISION IN ALBA GLASS CASE.

AN adverse decision was recently handed down by the United States Court, involving Alba glass, in the case of the Macbeth-Evans Glass Co. vs. General Electric Co.

This was a suit for infringement of letters patent reissue 13,766, bearing date July 7, 1914, on a "method and batch or mixture for making glass for illuminating purposes such as in electric and other shades and globes."

According to the facts shown, George A. Macbeth discovered and perfected the formula and process prior to the fall of 1903. About the fall of that year the appellant company (with which Macbeth was connected as president and stockholder) commenced to use the formula and process "as secret inventions for making illuminating glass," and thereafter continued such use until the application of Macbeth for the original letters patent (No. 1,097,000) was filed, May 9, 1913.

In May, 1910, one of the plaintiff company's employees, who had been intrusted with the secrets of the invention, left the company's employ, and without its knowledge and in defiance of its rights disclosed these secrets to officials of the Jefferson Glass Co.; and prior to the 17th of the following December that company began a secret use of the invention and continued such use until after application was made for the patent as stated, May 9, 1913.

On December 17, 1910, appellant commenced an action against its former employee and the Jefferson Glass Co., including also a salesman of appellant who had left its employ and entered that of the Jefferson Glass Co., praying injunction against disclosures of the secrets to others and further manufacture and sale of glass under the secret formula and process. January 30, 1912, decree was entered in that court enjoining defendants from making any glass by substantially said secret process and formula and from disclosing the same to others.

This decree was affirmed by the Supreme Court of Pennsylvania January 6, 1913.

The case was heard below upon the facts thus in substance stated, and Justice Clarke entered a decree adjudging the patent in suit to be void "because the discovery was used in the manner stated in the stipulation for almost ten years before the patent in suit was applied for, and was therefore abandoned, and also because the invention described in the patent was in public use more than two years prior to the application for the patent." Accordingly the bill was dismissed.

The Macbeth-Evans Glass Co. appealed, but the United States Court affirmed the decree.

SWEDISH CHINA FACTORIES COMBINE.

THE old and well-known Rorstrand China Works, Sweden, of which J. H. Venon has for years been the New York representative, have carried through a consolidation of their business. The company which has hitherto carried on operations as the old Rorstrand Works, Rorstrands Fabriks A.-B., has transferred the business to a new company—A.-B. Rorstrand Porslinsfabriker. This last came into existence at the beginning of 1914, when Rorstrand purchased A.-B. Goteborgs Porslinsfabrik. The intention then was that A.-B. Rorstrands Porslinsfabriker should take over the management both at Rorstrand and at Goteborg; but the outbreak of the war prevented the plan from being carried into effect. Now, however, it has been resolved to complete the transaction.

Rorstrands Fabriks A.-B. has a capital of 2,800,000 crowns in shares of 1,000 crowns. It reported for 1916 a net profit of 410,504 crowns (1915, 158,373 crowns), of which, however, about half consisted of profits on the realization of property. The shareholders received seven per cent, as compared with no dividend for 1915. The company owns shares of the nominal value of 2,800,000 crowns, entered in its books at par, in the new subsidiary company, A.-B. Rorstrands Porslinsfabriker, whose capital is 3,800,000 crowns in 100-crown shares. The net profit of the daughter company for 1916 was 14,864 crowns (1915, 13,650 crowns), which was spent on new buildings at the Goteborg works.

CHANGES IN TRADE'S LOAN COMMITTEE.

NEW YORK, March 29.

Editor CROCKERY AND GLASS JOURNAL.

Kindly note the following changes in the Liberty Loan Committee: Mr. Geo. B. Jones being unable to serve, Mr. John J. Miller will be chairman of the Earthenware Committee. Mr. DeWitt C. Baker, of the Baker & Bennett Co., 873 Broadway, has been added to the Toy Committee.

Yours very truly,
W. S. PITCAIRN, chairman.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp,
Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, APRIL 4, 1918.

AS we go to press a meeting is in progress at the Hotel Astor, this city, which means much to importers. A representative of the U. S. Government, F. P. Petersen, is explaining the proposed embargo on imported goods, and on what conditions goods may or may not be brought in. More than a thousand importers of all kinds of merchandise, including crockery, are interested. A list of eighty-two articles has been published as coming under the ban. A new list increasing the number of forbidden items is expected to be issued soon.

THE recent embargo on the importation of toys—which includes Easter goods—will hit the Japanese importers pretty hard if it is continued. Some of the importers have their samples for 1919 ready for exhibition, but are not showing them until they see a probability of the goods being shipped. Hopes are entertained that some modification of the embargo order will be made.

THE value of the Greenhut stock of crockery and glassware bought by Gimbel's is estimated to be about \$50,000, invoice price. What was paid for it is known only to the parties interested. The published figures were for the whole stock, the various classes of merchandise not being itemized. A fair guess puts the price paid at about sixty cents on the dollar. The amount thus thrown on the market is not large, and, to use a term prevalent in the financial district, will be

easily "digested." In the stock are some good things; but when the end of the sale now in progress draws near there will be found a lot of trash—the accumulations of years. How much the loss on the "tailings" will detract from the profit on the live items remains to be seen. Whether due to the big advertising or the fine weather, one thing is sure—the women came out in force, and the sale has revived general interest in fictile wares.

THE embargo on eighty-two articles from foreign countries includes, among other things, "art goods." What constitutes art goods as viewed by the custom authorities is an open question. According to previous rulings, articles made in quantities for merchandising are not regarded as coming under such a head, no matter how artistic they may be.

ARRANGEMENTS are about completed to have Japan turn over twenty-five or thirty ships to the United States. These ships rate about 5,000 or 6,000 tons, and do not include the big vessels now operating on the Pacific coast. What effect this transfer will have on the freighting of china is uncertain. The importers of Japanese goods in this city are as much in the dark as anybody else.

PERSONAL.

AMONG the visitors to New York this week was Lieut. Josiah D. Thompson, of East Liverpool, son of J. C. Thompson, of the C. C. Thompson Pottery Co. The young man is a fine specimen of the American officer—tall, broad-shouldered, and carries himself like a soldier. He enlisted a year ago, went to the training camp, was graduated as a second lieutenant, and has just been promoted to a first-lieutenancy. He is assigned to Fort Sill, Oklahoma, in the field artillery corps, and left for camp Wednesday night. His father, who came to New York with him, will be here the rest of the week.



W. H. Childs, with the Jones, McDuffee & Stratton Co., Boston, was in New York the latter part of last week.



George Bagnetto was here on Tuesday buying Japanese goods for Dwyer Bros., New Orleans.



Walter M. Manes, formerly a salesman with Takito, Ogawa & Co., who was trained at the officers' camp at Plattsburgh, and enlisted a month ago, has been pro-

moted to first lieutenant, with a recommendation for a captaincy. He is now at Baltimore in the quartermaster's department.



Y. Murai, managing director of Morimura Bros., has left Japan for this country, and is due here next week.



I. H. Baker, head of the Century Cut Glass Co., Saugerties, N. Y., was a visitor in town on Monday and Tuesday.



G. M. Lowman, of the Pacific Importing Co.'s New York office, returned with a well-filled order book on Saturday after a trip through the Middle West. J. Winkler who is associated with him in the local management, left last Saturday for Seattle to report for examination for the next army draft. There is a possibility that he will not be called for some time yet.



James McCarthy, of Gillinder & Sons' traveling staff, spent several days in New York last week, and while here dropped in for a chat with Paul L. Zoellner, manager of the concern's New York office.



Arthur E. Soules, of Salinger, Magnus & Soules, will leave next week for a visit to Japan. On the way to the coast he will make stops at a number of the Western cities.



J. Meredith Miller, of Maddock & Miller, came home Monday from a four weeks' trip, Boston being his last stop. He had an excellent business.



E. A. Gillinder, of Gillinder & Sons, Philadelphia, and Mrs. Gillinder were week-end visitors in the city.



Geo. Brush, of the Brush-McCoy Pottery Co., was in New York the latter part of last week.



Mr. Stevens was buying lamps in New York the fore part of this week for Robt. Simpson & Co., Toronto. He left for Pittsburgh on Wednesday.



After a two months' stay in New York making purchases for the Dohrmann Commercial Co., San Francisco, M. K. Lindner left for home on Thursday of this week.



F. E. Beach, of Bridgeport, Conn., was in New York on Monday of this week placing orders. Since the war began his city has become one of the busiest manufacturing centers in this part of the country. The workers receive good pay, and spend their money freely

—greatly to the benefit of the local stores. Mr. Beach is getting his share of the business, and has to make frequent buying trips here to keep his stock from becoming depleted.



E. W. Hammond returned on Wednesday from East Liverpool, where he went to consult with the heads of the Knowles, Taylor & Knowles plant, which he represents here.



John E. Plummer, who has been seriously ill with heart trouble for the past month, is so far improved that he expects to return to his duties with Haviland & Co. very shortly.



Harry A. Ross, salesmanager for the Pittsburgh Lamp, Brass and Glass Co., is doing some tall hustling these days introducing two new styles of oil heaters. He has been through the West on a "one-night-stand" trip, and arrived in New York Tuesday. He will go to Boston Saturday, and then to Baltimore, and so home. He is enthusiastic over these new heaters, a full description of which will be published later.



Ira A. Jones, factory representative, Chicago, was registered at the Hotel McAlpin for several days this week while here on a combination business and pleasure trip.



M. S. Benford is busy writing up orders for his "Wazes" line in the Middle West, having left on Sunday for a trip that will keep him on the road as long as business is good.



Max Schwan, the Norfolk, Va., jobber, was one of the few buyers to put in appearance in the local market this week.

THE CLAY EMBARGO.

POTTERY manufacturers and importers of china clay went before the War Industries Board at Washington a few days ago and opposed the threatened embargo. This restriction, the Board was told, would seriously affect many communities where pottery-making is practically the only industry. The decision of the Board is expected soon.

Among the protestants from the East Liverpool district were: Marcus Aaron and W. E. Wells, of the Homer Laughlin China Co.; Charles C. Ashbaugh, West End Pottery Co.; Patrick McNicol, Salem China Co.; W. L. Smith, Jr., Taylor, Smith & Taylor Co.; W. Campbell George, W. S. George Pottery Co.; Charles L. Sebring, Sebring Pottery Co., and George C. Thompson, C. C. Thompson Pottery Co. Trenton

was represented by Archibald M. Maddock and D. William Scammell, of the Maddock Pottery Co., and Charles Howell Cook, of the Cook Pottery Co. E. L. Torbert represented the Onondaga Pottery Co., of Syracuse, while the clay importers were represented by Mr. Marks, of Moore & Munger, New York.

AN INEXHAUSTIBLE PEN.

ON Monday of this week the Muirheid-Winter Co., who are putting on the market the Universal Inkless Pen, opened headquarters in the Fifth Avenue Building. The Muirheid of the concern is our old friend Harry P., identified with the wholesale china business for so many years. His associate, Mr. Winter, is the inventor of a remarkable innovation that will prove a boon to writers. There is no ink to spill in filling, or to leak out on the clothes, or to soil the fingers. A dip of the pen-point in water supplies sufficient to write for an astonishingly long time.

WHY WE DO IT.

THE curtailment of personal liberty is a wide departure from our traditional Americanism. We used to be a bit assertive of the rights of the individual. If the government had told us ten years ago, or a year ago, how much breakfast food we could buy at a time, that on one day of the week we ought to eat no wheat, and always to lick the platter clean, there would have been—speaking politically—the devil to pay. Now, however, we fierce exponents of the rights of man are tamely doing what the government tells us to do, and wondering anxiously whether it has overlooked anything. We are apt to be impatient not because the government is taking so many things into its own hands but because it is leaving so many things in the hands of others.

The phenomenon is not hard to explain. The paradox of a government's turning autocratic in a sense in order to make the world safe for democracy isn't a paradox at all. We are merely disciplining ourselves mildly in order that we may not be disciplined severely by the Germans. We are saving food for the men fighting our battles in France so that we may not have to provide food for an army of Huns invading the United States, and submitting to a dozen little hardships in order that we may not be ignominiously whipped by the apostles of frightfulness.

"Why should I want to go to the war?" asks a writer in the Saturday Evening Post. I don't have to go. The draft law doesn't apply to me. Why should I feel impelled to offer myself to cross the ocean at the risk of being torpedoed and drowned, to squat in a wet

ditch half full of muddy water, to be continually shot at, and to eat irregularly badly-served meals?

"Is it to make the world safe for democracy? It is not; for I don't know any more than you do just what that phrase means. I am not certain that democracy ought to be made safe. Let it take a chance with the rest of us. If it deserves to survive it will.

"Is it to give Poland autonomy or to erect the Jugo-Slavs into a free and independent state? You know it is not.

"I sit at my desk writing, and I have only to turn my head and look about the room to know the answer to my question.

"I am in my home. The curtains are drawn. The rain is beating heavily and steadily against the pane. It is a cold, raw, wet night outside. A fire is burning warmly and brightly on the hearth. The room is snug, gay and warm. At a reading table, under the soft rays of a lamp, my son, much disheveled, is turning Cicero's orations against Catiline from the Latin into what he fondly imagines is English. His mother is on the other side of the table, reading or sewing; I can't see which. A little wisp of a smile is on her face. Here are peace and content. Here is my home that I have worked for and sweated for, a place of refuge in a much-tumbled-about and disordered world.

"I am willing to squat in a ditch in France and fight to make that secure. I must."

AMERICA'S WAR SLOGAN.

OUR British Allies, when they talk of "doing their bit," mean doing the best that is in them—giving their all. The traditional reticence and modesty of the Anglo-Saxon (so hard for many Americans to understand) make them refer to it as their "bit." Unfortunately, too many people on the other side of the Atlantic, says "Stars and Stripes," the newspaper published in France by and for our troops, taking that word "bit" at its literal value, have boasted of "doing their bit," giving their mite, when they ought to have been ashamed of its tininess.

This war cannot be won by peoples "doing their bit" if they mean only "bit" when they say "bit." It cannot be won by half measures of any sort. This war is not a nickel-in-the-plate-on-Sunday affair, nor a sewing-class-twice-a-week affair. It is a war that demands every ounce of every one's energy, every cent of every one's surplus, every second of every one's available time. Thinking of it in any other way is little less than stabbing in the back those men of ours who are lining the trenches in Lorraine, who are keeping the perilous vigil far out at sea.

"Do your bit"—with "bit" meaning "all"—is Britain's war slogan. America's should be: "Do your damndest!"

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

An enormous increase has been allowed, according to the new freight rates, in the price of hauling flint from the East Liverpool district.

The former rate was 30 cents per ton; it has now been advanced to \$1.02 per ton. With the increased cost of the material itself the manufacturers now have to pay over \$10 per ton delivered, against a former price of between \$5 and \$6 per ton. A car of flint loaded at any of the mills at this point to be shipped to potteries in Wells-ville, O., a distance less than six miles, now takes the new rate.

Among buyers visiting this district were Richard Erler, for Joske Bros., San Antonio, Tex.; J. H. Harris, for Kaufmann's, Pittsburgh; Christian Daudt, of Daudt Crockery Co., Toledo, O.; Fred Reitz, with C. E. Wheelock, Peoria, Ill.; Fred Krenning, of Krenning & Westerman, St. Louis, Mo.; J. W. Watte, for Butler Bros., New York; Robert Kearns, for B. Kaufmann, Northside, Pittsburgh.

The demand for hotel ware is the heaviest ever experienced. Orders are being received from all parts of the country. Firms never before interested in the line are now making it. Not only are the jobbers buying more extensively, but individual mail orders are larger, and from sources heretofore new to the trade.

"The man with the truck is the one who gets the ware," said a local manufacturer, commenting upon several Pittsburgh buyers who sent trucks here for merchandise last week. They were loaded to capacity, and the round trip was made in a day.

The demand for salads continues as brisk as ever. Canada has been a very liberal buyer.

Transportation South is still hedged with difficulties. Some ware is being sent to the East over the Erie railroad, the Youngstown & Ohio River road being the initial carrier from this point. The West seems to be in very good shape, although at times it is hard to get

cars for bulk packing. Less than carlots Westbound have been put through in fair time of late.

The placing of two express cars here per week for local loading has been of considerable relief to the manufacturers, who have been receiving many orders to ship by express. Over 20,000 pounds of express matter are loaded weekly in these two cars, mainly pottery products.

While there has been a slight improvement in the raw material situation here this week, conditions are not yet on a normal basis. Flint continues scarce. While grinding mills have priority orders for the shipment of numerous cars, there seems to be much delay in obtaining rolling stock. Clays of various kinds are arriving on better schedules.

The Sterling China Co., Wellsville, O., expect to fire additional kilns this week. They have been making a small line of hotel ware, and with additional kiln capacity will be in a position to increase their production of these goods.

The Sebring Pottery Co., has started the manufacture of hotel ware.

Edward Menge, president of the National Brotherhood of Operative Potters, has been nominated by a referendum vote to succeed himself. Another candidate for the office is Frank Gratton, also of this city. The election will be held in May. The re-election of Mr. Menge is predicted.

The Chamber of Commerce is putting increased energy in its efforts to increase business, and to this end has grouped the various industries. Last week the potters organized and elected H. A. Brown chairman, D. William Scammell first vice-chairman, and Herbert Ellis second vice chairman. The chemical group elected F. F. Katzenbach chairman, E. B. Fulper first vice-chairman, and Howard N. Richards second vice-chairman.

BUSINESS BRIEFS.

The Bedford (O.) China Co. has increased its capital stock from \$150,000 to \$400,000.

* *

A fire at Scottdale, Pa., last week destroyed the entire stock of Woolworth's five and ten cent store at that place.

* *

The "Metropolitan," a new five and ten cent store, will open on Fifth avenue, Pittsburgh, in the near future.

* *

Fire recently damaged Herman Kornstein's five and ten cent store at 1734 South Second street, Philadelphia, to the extent of \$4,000.

* *

The Marshall-Rochelle Co., has been incorporated in this city to manufacture glassware by H. S. Rochelle, C. H. A. Marshall and L. Bonow. Capital \$100,000.

* *

The S. S. Kresge Co. have let a contract for the erection of a building at Sixth and Washington streets, St. Louis, which will house the largest of their stores in the country. It will be 121 feet on Washington street, 150 on Sixth, and 121 on Charles street.

"COSTS" IN THE LIGHTING FIXTURE INDUSTRY.

MANUFACTURERS of lighting fixtures may be placed in one of three classes, as follows: Those whose product is practically all specially designed; those whose product is about equally divided between specially-designed and utility fixtures; those whose product is practically all utility fixtures. The Cassidy & Son Mfg. Co., who are representative of the first mentioned class, operate a system of finding costs which has met with complete success at the extremely low expense of four clerks hire, writes A. Mills Carswell in "The Illuminator," published by the Phoenix Glass Co. This system, of which the following is a brief outline, may be applied to any of the classes.

As in all businesses, factory costs consist of three factors—labor, material and overhead.

In the lighting fixtures industry there are two main costs which it is desirable to know—that of each item, and the order complete.

To apply to each and every fixture manufactured its proper share of the labor, material and overhead is to find the cost. Therefore its identity must be maintained throughout its entire construction. This is done by giving it an "item number."

This identification commences with the salesman, who groups all fixtures of one design in a given location under one item number. All fixtures of another de-

sign in the same location another item number. For instance, he receives an order to equip the auditorium of a theatre with three large specially-designed ceiling lights and twenty specially-designed brackets, and he enters it as follows:

Item 1—Three No. 15761 ceiling lights. . \$750
Item 2—Twenty No. 15762 brackets 800

the numbers 15761-2 denoting the numbers of the designs or drawings which have been accepted by the purchaser.

Every order turned in by the salesman commences with item 1 and ends according to the number of rooms and groups of fixtures in them.

This order is then given the next consecutive order number to the last previously received by the sales department, which we will call No. 5000, and is sent to the factory with the drawings.

On receipt of the order at the factory, unpriced copies are made for each foreman, the stock room, chasing department and shipping room.

"Work tickets" in duplicate are made for each item, as, for instance, a ticket for order 5000 item 1, another for order 5000 item 2, and tickets in duplicate for as many items as the order may bear. There is typewritten on each work ticket a complete description of the details, finishes, quantity, etc., of the fixture it represents.

The unpriced copies of orders and work tickets are then sent to the stock room, where they are distributed to the foremen of the departments through which the work will pass.

Assume that both items of order 5000 have castings, spun work and special turned fittings, the next proceeding is as follows:

The stock department tacks on to each of two work boxes of sufficient size to hold the spun work of each item a small card with "Order 5000, item 1," on the first box, and "Order 5000, item 2," on the other, places a duplicate of the proper work ticket in each box, and then sends both boxes to spinning department.

The same proceeding is followed with reference to the specially turned fittings.

Two other boxes are similarly prepared, the necessary patterns placed in them with an order for castings, and sent to the foundry.

The spinning department then secures from the stock department the necessary drawings and completes the spun work, places it with the waste in the box with the work ticket and returns it to the stock department, where the shells and waste are weighed, and a material ticket headed "Spinning department, order 5000, item 1," is then issued, on which is noted the weights. The material ticket is turned in to the cost department next morning with all the other material tickets for the day.

The turning and foundry departments follow the

Continued on page 22.

Theodore Haviland

Limoges.
FRANCE.

THEODORE HAVILAND & CO

200 FIFTH AVENUE



NEW YORK



THE FIFTH AVENUE BUILDING

SUITE 316



MADISON SQUARE



same proceeding, and when the three boxes on one item have arrived with the completed work at the stock room the contents of all three—spun work, special turnings and castings—are then grouped in one box with one of the work tickets and started through the other departments necessary to complete the item. The box proceeds in consecutive order from that time forward from department to department until it finally arrives at the shipping room. The fixture or fixtures are then placed in a compartment labelled with the order number of which this is a part to await the completion of any other items the order may contain.

On completion of each item a material ticket is turned in to the cost department by every department, on which every particle of material used by the workman on that item is recorded.

Immediately upon the work tickets being sent to the stock room, before the commencement of work on the order, the cost department has headed a cost sheet for each item; for instance, one sheet "Order 5000, item 1," another "Order 5000, item 2." One side of this sheet is headed "Material" and the other side "Labor," with a date column, and following it in natural sequence from left to right a column for each factory department. These sheets are placed in a loose-leaf binder and indexed.

On the arrival of the material sheets in the cost department each morning they are priced, extended and posted to the cost sheet under the order and item number and in the column headed with the name of the department from which they came, thus charging all material used from stock in factory direct to the order and item.

Special materials ordered outside—silk shades, etc.—are charged in the following manner directly against the item: The purchasing department on receipt of good checks the same, attaches a duplicate of the original order and requisition, which contain the order and item number, to the bill, and turns them in to the bookkeeper, who enters in the purchase journal the order and item number opposite the amount. The cost department posts these amounts on the cost sheets as part of the material on the order and item.

The labor is handled in the following manner: Each workman each morning enters his number on a daily time card, which has columns on it in which to enter the number of each order and item on which he works during the day, and opposite the order and item number the time of commencing work on each. Thus a card is turned into the cost department for each workman every morning covering the preceding day's work. His rate of pay is then filled in by the cost department at the head of the card and his time calculated on each and every order and item on which he was employed. These extensions are then posted to the labor side of the cost sheet into the column headed with the name of the department in which he works..

When the item has passed through all manufacturing departments and has reached the shipping department the work ticket is stamped "Complete" and sent to the cost department.

The sheet covering the item thus complete is then taken from the cost book of uncompleted items and the labor and material totaled; the total hours of labor on the item are then multiplied by the factor of overhead, which result, when added to the material and labor, determines the complete cost of the item. This sheet is then placed in the completed cost book and held until all items are completed, when the totals of all the item cost sheets added represent the complete factory cost of the order.

The factor of overhead is determined by dividing the total of all the factory operating expenses by the total hours of productive labor. For instance, should the factory operating expenses for three months amount to \$30,000, and the total hours of productive labor for the same period be 60,000, the factor of overhead would be 50 cents per hour.

Factory operating expenses are rent, heat, light, power, taxes, insurance, salaries of foremen and clerks, repairs to machinery and plant, etc.

By means of this system many interesting facts necessary to the success of the business and not otherwise obtainable are ascertained; as, for instance: the cost and profit of every individual fixture and order manufactured, the profit on the sales of each salesman, the profit on the goods shipped during that month; and inventorying becomes automatic.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Decorator for well-known nine-kiln pottery. Permanent position. Good wages. Address A 160, this office.

WANTED—A first-class engraver for heraldic work. Address A 166, this office.

SITUATIONS WANTED.

CHINA and glassware salesman of wide experience wishes to connect with first-class house looking for a good road man for the Middle West, West and South. Address A 165, this office.

WANTED TO PURCHASE.

WANTED—Salesmen's trunks with trays suitable for china. Must be in good condition. **MUTUAL CHINA CO.**, Indianapolis, Ind.

FRANK OHDENDAHL,

1416 BROADWAY,

NEW YORK.

STORE AND SHOWROOM FIXTURES OF ALL KINDS.

A Specialty made of China and Glassware Fittings.

CROCKERY and GLASS JOURNAL

NEW YORK, APRIL 11, 1918.

FURTHER IMPORT RESTRICTIONS.

The List of Embargoed Articles Issued March 23 Only an Entering Wedge.

OTHER AND EXTENDED LISTS EXPECTED SHORTLY.

ADDRESSING 1,000 importers at the Hotel Astor last Thursday, Frederick B. Peterson, Director of Imports of the Federal War Trade Board, announced that the list issued on March 23 of restricted imports for which licenses would be required would be changed to an absolute embargo on and after April 15 as to all countries of the world except European countries, Mexico and Canada.

Mr. Peterson explained that there were now a large number of commodities which had been classified as non-essential, or as more essential to our European Allies than to ourselves, especially foodstuffs. The restricted commodities might not be imported into this country, where ship transportation was essential. A preferential list of ports in England, France and other countries had been announced, from which American importers could ship goods of the non-restricted class. Where other ports were the point of departure a special license must be obtained, and the steamer to be used, the route traveled, and other matters specified in detail. For the present there was an embargo on all imports from Japan, China and other Oriental countries, in order to divert tonnage to transatlantic trade.

After reviewing the successive steps in import control undertaken by the Government, all for the purpose of conserving tonnage, Mr. Peterson said:

"The vital need of the Allies to-day, as you all know, is ships, ships, ships, to carry men and supplies to Europe, and this import restriction is one means of carrying that out. Ships cannot be built in time; it is essential that we should devote every ship to the most essential trade, into the most essential lines, and that can be done by prohibiting the importation, the transportation, of certain articles.

"Hence this first list of restricted imports was announced on March 23. It does not include a great many articles—eighty-two only. But it is an entering wedge. We can save some tonnage by the restrictions on that list, and there will be other lists out which will still further restrict imports and conserve more tonnage. What articles will be placed on these other lists I don't know."

The Director said there was ample tonnage coming back from Europe. The necessity, however, for speed in the transportation of troops and supplies was so great that it was deemed wiser to have the boats come back in ballast, or with a small cargo, rather than to take the few days that were required to load on the other side and discharge here.

"As you can see," Mr. Peterson continued, "the saving of time is the same as putting more ships into the trade. However, it is necessary that there should

be some ballast, some cargo for these boats, so it is permitted to bring in articles on the restricted list from Europe provided they can be shipped from convenient ports and without delay."

After April 14 the issuance of licenses for importers will be out of the hands of the Bureau of Imports, Mr. Peterson said, and will be taken over by the Shipping Board. Merchants having goods coming from Europe which will not be shipped before April 14 will have to make special application to get the shipments into the country.

L. S. Hinman, representing Theodore Haviland & Co. asked whether, if the licenses that have been issued are revoked, they would be issued again for each shipment or in the form of a blanket license, as they were a few weeks ago or a few days ago. "Must we have a license, in other words, for each shipment that comes along, or will we be given a blanket license covering a certain number of packages or a certain value of goods, and covering a certain period? We were before able to get a license covering a number of packages, covering three months."

"In the first place," said Mr. Peterson, "before I directly answer your question, we have never issued blanket licenses. We have issued licenses for a specific amount, no matter how large that might be, and you are permitted to make partial shipments thereunder as the goods come along. But we have never issued a blanket license, never issued a license to John Smith & Co. to bring wool for a period of three months. It has always been a specific amount of the commodity. Now, we will still do that if the importation is to be made from those ports where we do not have to know the name of the particular boat or particular line and particular time of shipment. In other words, if your importations of china—is that your commodity?"

MR. HINMAN—"Yes."

MR. PETERSON—"What is the port of departure—Bordeaux?"

MR. HINMAN—"Bordeaux or Nantes."

MR. PETERSON—"Well, you would be at liberty to apply for a license covering your expected commitments for a period of thirty or sixty or even ninety days coming from those ports, and it would be issued and you could make partial shipments thereunder, unless circumstances so changed that there was not available shipping from that port, or military necessities required some change. But as long as things remain in 'statu quo' you would be given a license under which you could make partial shipments from those ports. If, however, you propose to make shipment from some European port not mentioned here, then you would have to make separate application for each shipment, because before we could pass on that application we would have to know the facts about it. We would have to know what ship or what line, and on just what date you proposed to make the shipment; so in that case you

would have to make a special application for a license for each shipment. Does that answer your question?"

MR. HINMAN—"That answers my question perfectly. Thank you very much."

The list of ports approved by the Shipping Board from which shipments may be made after April 14, provided the goods are such that they are not vitally needed by the Allies and are not luxuries, includes the following:

British—Glasgow, Liverpool, Manchester, Bristol, London, Hull, Newcastle and Leith.

French—Havre, Nantes, St. Nazaire, Cette, Marseilles, Brest, Bordeaux and La Pallice.

Any Spanish, Portuguese, West Italian or Sicilian port.

Following close upon the heels of Mr. Peterson's visit the War Trade Board issued the following:

"Pursuant to its announcement of March 23, 1918, that no licenses will be issued, except under certain conditions, for the importation, after April 15, 1918, of the commodities on the list of restricted imports No. 1, published on that date, the War Trade Board formally notified all holders of outstanding licenses for the importation of any commodities contained in the said restricted list that such licenses will become null and void unless shipment thereunder is made on or before April 14, 1918. Shipment as required by this ruling consists of actual delivery of the goods licensed to the carrier on a through export or ocean bill of lading.

"In order to satisfy the War Trade Board and customs authorities that shipments under the import licenses relied upon have been made within the prescribed time, the importer will be required to present a copy of the carrier's through export or ocean bill of lading showing delivery to the carrier of the goods licensed on or before April 14, 1918. The said bill of lading shall bear the endorsement thereon of the United States consul at the point of export shipment in any case where delivery is made to the carrier after April 12, 1918, or the circumstances are such as to indicate shipment after April 14, 1918. Failure to obtain such endorsement will be treated as a circumstance requiring thorough explanation and will probably entail considerable delay in the delivery of the goods to the importer, if such delivery is permitted at all.

"As announced on March 23, 1918, the importation of most of the commodities on the restricted list from Europe is not absolutely prohibited, but will be permitted under certain circumstances—such circumstances being generally that the goods may be shipped if it will not interfere with the speedy operation of vessels carrying troops and supplies from the United States for the European battle fronts. For license to make such importations new applications must be made and the applicants must show in such applications the facts under which it is claimed that shipment can be made without delay to vessels. These applications will be especially considered and applications granted where it appears that no delay will occur."

THE proprietor who does not greet his clerks pleasantly when he comes in in the morning has no kick coming if the clerks are no more agreeable in greeting customers.



POINTERS FOR BUYERS.

TWO GOOD LINES OF GLASSWARE.

Demorest & Co., 156 Fifth avenue, have added two new glass lines lately—a blown line from the Industrial Glass Co., Morgantown, W. Va., and a line of light cut ware from J. C. Weir, Buffalo, N. Y. To accommodate them an additional room has been taken and handsomely fitted up. Both lines are good, and, what is important to buyers, both factories are filling orders promptly.

COLORED GLASS VASES.

The success enjoyed by the United States Glass Co.'s line of lustre glassware has encouraged the concern to increase the assortment, and two sizes of vases may now be had in the various colors—13-inch and 6½-inch. The larger size shows the richness of the rainbow colorings off to unusually good advantage.

INCENSE AND INCENSE BURNERS.

The steadily-increasing demand for incense and incense burners has led the Pacific Importing Co. to develop a line of such proportions that the goods may be considered specialties with them. One of the varieties shown at their salesroom in the Fifth Avenue Building is an entirely new spiral incense made of pure charcoal, which, besides giving off a delightful sandalwood odor, also contains disinfectant properties. Another, and not the least valuable, of its features is that it destroys all insects coming within its range, including the dreaded mosquito. Burners of every kind, from the cheapest to the most artistic and expensive, are on view.

FINE FRENCH DINNERWARE.

It would hardly be possible for a dinnerware factory under the most propitious circumstances to turn out a more beautiful or diversified collection of designs than is being shown by Jas. J. Temple from L. Bernardaud & Co. at 46 Murray street. And when one considers the handicaps under which industrial France is working, the wonder grows. A complete range of decorative effects is represented in the showing, including unusual arrangements in borders, all-over effects, and conventional styles in original combinations of color. Besides dinnerware there are two or three short lines in very striking designs.

SALT AND PEPPER SHAKERS.

Realizing the scarcity of salts and peppers in the market, Gillinder & Sons have entered the field with a popular-priced item that is sure to be welcomed. A plain paneled or Colonial style in a slightly tapered

shape is employed to excellent advantage. They are fitted with a neat, highly-polished nickel top, and a breaker in white metal keeps the salt from caking. Dealers needing these articles should call at the concern's local showroom, 19 Madison avenue.

OLD SHAPES REVIVED.

A. Gredelue has many attractions in Baccarat glassware on view at his salesroom, 185 Fifth avenue, that are worth special consideration, not the least of which is the revival of some of the factory's very early designs and shapes. There is a charm about them that present-day designers seemingly cannot rival.

AT CHICAGO.

FACTORY salesmen are not only getting more orders but are in a better position to fill them. The demand for semi-porcelain of domestic manufacture is heavy, and the potteries so located that they can make shipments are enjoying an exceptional business.

* *

The annual meeting of the United States Chamber of Commerce, held this week in the Auditorium Hotel, was a great success, and many well-known crockery and glass men attended.

* *

Pitkin & Brooks last week received heavy shipments of dinnerware from domestic potteries. D. H. Dearborn expressed much satisfaction over the matter, and said the outlook for the spring trade in dinnerware was very encouraging. The company has also been very successful of late in getting goods ordered from Japan.

* *

B. H. Palmer, traveler for the United States Glass Co., was in the city for a few days last week.

* *

The Burley & Tyrell Co. will start this week to enlarge and redecorate the retail display room at 7 North Wabash avenue.

* *

E. E. Ault, representative of Earl W. Newton, has returned from a business trip in Middle Western territory.

* *

H. S. Potter, newly-appointed general manager of the Wellington Glass Co, recently paid the trade here a visit.

* *

Frank Rondell, former salesman for T. M. Schollenberger, has enlisted in the navy and been sent to the Great Lakes Naval Training Station.

* *

The Choral Society of Marshall Field & Co. attracted much attention by singing in various parts of the retail store of the company on Saturday last, the

occasion being the opening of the third Liberty Loan drive.

The City Council has passed an ordinance prohibiting "runners" formerly employed by many stores in the foreign sections of the city handling crockery and glassware. Many complaints had been made that women were insulted by these individuals.

J. M. Horton, president of the E. H. Sebring China Co., Sebring, O., was a visitor in the city last week.

The McAnulty Co. has moved from 56 East Randolph street into the Dickey Building at 180 North Dearborn street.

William Oddie, of the aluminum department of the George H. Bowman Co., Cleveland, paid a visit to the city during the week.

Hearings in the bankruptcy case of the Pugh Stores Co. started this week. A number of china decorating firms and cut glass manufacturers are among the creditors.

John Ling, buyer of crockery and glassware for Mandel Bros., has returned from an Eastern trip.

Phil Kohn, newly-appointed manager of the glassware and housefurnishing departments of Hillman's, has arrived and taken charge. He was formerly buyer for Wieboldt's, but for several years has been in the East.

Peter Rinkin, of the Boston Store, is said to have moved several hundred high-priced floor lamps and shades last week by making a reduction which a friend describes as "up two and down one."

A. J. Bennett, president of the Cambridge (O.) Glass Co., was here this week.

Among the buyers here were Andrew Moser, for the Auerbach Co., Salt Lake City; A. J. Michelson, Cairo, Ill.; R. L. Higley, for Globe Soap Co., Cincinnati; John Jacklin, for Harris, Emery & Stone, Des Moines, Ia.

G. V. MILLAR & CO. INCORPORATE.

THE wholesale china firm of G. V. Millar & Co., Scranton, Pa., has incorporated with a capital of \$100,000, taking in some of the old employees. The officers of the new company are Geo. V. Millar, president; C. P. Jones, vice-president and general manager; Steryl S. Henning, secretary and treasurer. Directors: Geo. V. Millar, C. P. Jones, S. S. Henning, W.

J. Kuschell, John M. West, Catherine Dreher and Edith Miller Jones. The concern does a large business and has one of the handsomest displays of china in the State. In the retail department the array of rich goods rivals the biggest stores in the country.

SALES OF WAR SAVING STAMPS.

THE total sales of War Saving Stamps by the crockery, glass and allied trades to date is as follows:

	War Savings Stamps	Thrift Stamps
J. Wedgwood & Sons.....	13	111
Wimelbacher & Rice.....	8	42
Morimura Bros.....	17	1349
Geo. Borgfeldt & Co.....	168	929
J. H. Venon, Inc.....		38
E. T. W. Craig.....	17	324
C. Dorflinger & Sons.....	10	51
K. J. Okajima.....		193
George H. Kamoi.....	8	
Wallach-Behrend Co.....	\$126.50	
Tashjian Bros.....		45
Takito, Ogawa & Co.....	302	
W. S. Pitcairn Corporation.....	17	407
Le Roy T. Pease.....	24	250
Edward Boote.....	9	216
Marcus Bist.....	\$30.00	\$12.50
B. Shackman & Co.....	4	72
Lowenfels & Co.....	3	136
Chas. M. Levy.....	3	100
Edward B. Dickinson....	7	76
Frank & Danziger, Inc....	9	10
Bryce Bros. Co.....	9	167
A. J. Fondeville & Co....	2	32
E. I. Horsman Co.....	\$170.38	\$33.00
Pairpoint Corporation....	15	230
Strobel & Wilken Co....	\$1,213.21	
L. Straus & Sons.....	146	317
Lazarus & Rosenfeld.....	72	820
Herman C. Kupper.....	55	263
B. Illfelder & Co.....	1	37
L D Bloch & Co.....	40	423
Leo Schlesinger Co.....		\$1,513.50
The Herbert Co.....	2	123
Bissell Carpet Sweeper Co	6	49

OBITUARY.

JOSEPH ZIHLMAN, a well-known glass man, died at his home in Huntington, W. Va., March 31, aged seventy-three. He was born in Switzerland, coming to this country when he was twenty years old. He patented in 1894 a wooden mold for making tumblers, and later found a paste which could be used on iron molds and prevent the glass from adhering to the iron.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

An active campaign for new members of the Western Glass and Pottery Association is to be launched at once. While the enrollment is now

the largest in the history of the Association, it is said that the field is still a fertile one. A special letter to affiliated manufacturers is being prepared under the direction of Secretary Watson W. Lang. At the special meeting of the board of directors at the Fort Pitt Hotel recently, when the plans were agreed upon, those from a distance attending were A. C. Smith, of the McKee Glass Co., Jeannette, Pa., and F. I. Simmers, of East Liverpool, whose aid, with that of other manufacturers, has been enlisted..

April 17th has been selected as the date for the spring meeting of the American Association of Flint and Lime Glass Manufacturers, which will be held in the Commercial Association rooms at Wheeling, W. Va. This will be the last regular gathering before the annual meeting in July.

In the matter of shipping goods and receiving raw materials glass manufacturers are now limited more or less to the daily situation with reference to car supply. Hundreds of barrels are packed awaiting shipment. Factory traffic managers are watching things closely, and no opportunity to start shipments forward is overlooked.

Marion G. Bryce, president of the United States Glass Co., has returned from Camp Upton, Columbia, N. C., where he attended the wedding of his son, Richard E. The latter was formerly engaged in the mechanical engineering business in St. Louis, but is well known in this vicinity.

The demand for blanks for cutting is better than at the corresponding time a year ago.

Word has just been received at the local offices of Kinney & Levan that Roy Hoover, who had been a salesman there for three years prior to enlistment, has

been appointed as an instructor in hand-grenade throwing. Another of his jobs is that of instructor in penmanship. He is in charge of day classes in the former service, and teaches chirography at night.

Among visiting buyers were Mr. Loudon, for the Canadian Tumbler Co., Toronto; Mr. Gray, for Block & Kuhl, Peoria, Ill.

The demand for pressed tumblers continues to be much greater than for the blown variety.

"We continue to encounter difficulties in securing supplies of raw material," said a glass manufacturer this week. "In order to improve the situation as far as we can we have sent representatives of our purchasing department to shipping points with instructions to remain out until cars are loaded and then to keep track of them until they are delivered."

Unusual activity exists in the demand for all lines of soda fountain glassware.

Manufacturers report that the valuation of shipments for March exceeded those of the same month last year. This was unlooked for in view of the fact that so many embargoes were in effect and great trouble was experienced in obtaining cars.

Within the past week a number of inquiries have been received from South African buyers for lamps. The particular kind wanted is known as the "Kaffir" brand.



Parkersburg, W. Va.

Construction of the plant of the Brown Flint Glass Co. will begin soon at this place, and operations are expected to start in July. Blown and pressed tableware will be manufactured. Stockholders at a meeting just held here elected the following officers: president, J. W. Brown; vice-president, E. A. Brown; secretary, C. E. Brown; assistant secretary, T. M.

Brown; treasurer, R. E. Bliss; general manager, E. A. Brown.



The management of the Imperial Glass Bellaire, O. Co. announced this week that unless the boys and girls on strike there return to work at once the plant may be closed down. Only a few of the shops have been working during the past week.

AT THE FRONT.

THIS is Daniel E. McNicol, Jr., secretary of the D. E. McNicol Pottery Co. of West Virginia, who is now in France as a member of Company C, First Prov.



DANIEL E. M'NICOL, JR.

Recruiting Battalion. Before going to Clarksburg he was associated with the D. E. McNicol Pottery Co. of East Liverpool, and is well known to buyers throughout the country.

WAR'S AWFUL TOLL.

ON Tuesday morning W. S. Pitcairn received the sad news that another gallant son of John W. Latimer, office manager for Doultons, England, had been killed at the front. This is the third of his boys who have given their lives for the great cause—George, Arthur, and now Kenneth—unusually fine fellows all. George was killed in action July, 1915; Arthur in October, 1916, and Kenneth in February of this year. Mr. Latimer has been with the concern for more than forty years, and he and his family are held in such esteem by

the firm that the loss of these lads is felt as acutely as though they were the Doultons' own.

LIBERTY BONDS AS SOUND INVESTMENTS.

THE Liberty Loan should be purchased simply because it is a good business investment, if one is not moved by the appeal to sentiment. No banker underwrites a loan and attempts to sell the certificates to his customers without statistical evidence of the soundness of his security and facts concerning the purpose for which the funds are to be used. It is just as important that the people should be familiar with these facts in national finance. The cost of this war and the relative burden on this country is an important issue for the investor.

In the following tables prepared by the Boston "Transcript" the relative wealth of the United States and its most important allies is compared, together with that of Germany. Against these figures the national debt in the case is contrasted. The percentage of debt to wealth leaves no doubt concerning the common assertion that this country's resources have as yet hardly been scratched over on the surface. Until we have raised \$80,000,000,000 by loans we will not have suffered a financial burden as relatively severe as Great Britain's.

It is unnecessary to emphasize that the expense of this war exceeds anything ever seen in history, either in terms of human life or in money. Nevertheless, the degree to which it exceeds the cost of former wars and the comparative cost to this country against that for our allies and the enemy is illustrative of the importance of our assistance and at the same time illustrative of the importance of a widespread subscription to the Liberty Loan. The "Transcript" continues:

"As yet the United States has been in the war only a year. With the exception of Italy and a few of the smaller nations, the other belligerents have been engaged over three and a half years. Moreover, the figures for our first year of warfare are not readily available. During the nine-month period from April 6 to December 31, last year, however, this country's direct cost of the war was exceeded by that of Great Britain and approximated that of France for a whole year. However, much of the expense of that year was extraordinary, correctly chargeable to capital accounts, and not likely to arise again. The construction of cantonments was a tremendous factor; but once they are built only maintenance charges are necessary to keep them in good condition. It is not safe to say that in future the expense will decrease, for as our activities increase abroad the expenses of maintaining our long line of communication and expenditure for munitions and supplies increase, which would offset the capital charges of the first year. The showing of this country was commendable in 1917 from a standpoint of dollars and cents, and it should be emphasized that our loans

to Great Britain, France, Russia, Italy and Belgium were not included as direct expense in the following table:

	Est. wealth.	Est. debt. Close 1917.	*P.C.
United States.....	\$230,000,000,000	\$5,615,000,000	2.4
Great Britain.....	86,000,000,000	30,300,000,000	35.2
France.....	62,000,000,000	22,200,000,000	35.8
Germany.....	76,000,000,000	31,000,000,000	40.8

* Per cent of debt to wealth.

“The same favorable comparison follows in the case of the proportionate expenditnre for interest on the national debt against the estimated national income. By means of war taxes alone it is estimated that this country will raise \$2,534,870,000 per annum. Against this levy the annual interest charge appears insignificant, and even the huge interest charges of Great Britain and Germany are dwarfed by our war taxes. Moreover, our taxes are by no means as drastic as in England and other belligerent countries:

	Est. income. Annually.	Int. on debt. Annually.	*P.C.
United States.....	\$40,000,000,000	\$350,000,000	0.98
Great Britain.....	12,500,000,000	1,360,000,000	10.87
France.....	6,000,000,000	913,000,000	15.19
Germany.....	11,000,000,000	1,400,000,000	12.72

* Per cent of interest to income.

COST OF THE WAR.

Direct cost to	Year 1917	Aug. 1, 1914, to Dec. 31, 1917.
United States.....	\$6,700,000,000	\$6,700,000,000
Great Britain.....	12,500,000,000	26,250,000,000
France.....	6,800,000,000	19,600,000,000
Russia.....	6,400,000,000	17,700,000,000
Italy.....	2,900,000,000	5,850,000,000
Small nations.....	1,750,000,000	5,550,000,000
Entente Allies.....	\$37,050,000,000	\$81,600,000,000
Germany.....	\$9,350,000,000	\$23,750,000,000
Teuton Allies.....	5,600,000,000	16,400,000,000
Central Powers.....	\$14,950,000,000	\$40,150,000,000
Total.....	\$52,000,000,000	\$121,750,000,000
Est. cost to Aug. 1, 1918.....		\$155,600,000,000

“The two most expensive wars in history, prior to the present war, were the Napoleonic Wars and the American Civil War. The Entente Allies expend each month as much as the aggregate cost of the Franco-Prussian War. From the 1917 expense the cost of the Napoleonic Wars could be paid for six times and the Civil War over four times. When it is considered what an important part each of these conflicts played in the destiny of Europe and America some measure of the importance of this war may be gleaned:

COST OF OTHER WARS.

Napoleonic Wars 1793-1815.....	\$6,250,000,000
Crimean War, 1853-1856.....	1,700,000,000
American Civil War, 1861-1865.....	8,000,000,000
Franco-Prussian War, 1870-1871.....	3,500,000,000
Boer War, 1900-1902.....	1,250,000,000
Russian-Japanese War, 1904-1905.....	2,500,000,000
World War 1914 to Aug. 1, 1918 (estimated)	155,600,000,000

“As yet, therefore, the people of this country have neither been asked to support their Government financially to the extent of those abroad, nor has the cost of the war dragged us so heavily into debt that our credit is assailed. These are facts for the investor in Liberty bonds to consider. The Liberty bonds yield more than a good municipal bond would before the war, and more than a good railroad bond and as much as a high grade railroad stock. They return from 50 to 100 per cent more on the investment than United States Government bonds did before the war. Most of all, they are backed by the good faith of the American people. Other investments would be worthless if Liberty bonds should be defaulted. And this is without any consideration of the moral obligation of the people to support the Liberty Loan campaign.”

TO CREATE A RETURN LOADS BUREAU.

THE Merchants' Association of New York, at the request of the Highways Transport Committee of the Council of National Defense, the Connecticut State Council of Defense and the Highways Traffic Association of the State of New York, has appropriated \$5,000 for the purpose of creating a Return Loads Bureau in New York City to facilitate the movement of merchandise by trucks.

This action was taken upon the recommendation of the Association's transportation committee, which reported in part as follows:

“To increase the efficiency of the motor truck and to aid in the securing of loaded movement in both directions, thereby reducing haulage costs, and as a medium through which the shipper may be better able to avail himself of trucking service for the transportation of his merchandise and materials, it is proposed to establish in all large communities Return Loads Bureaus, through which medium it is intended the shipper and truckman may be brought in contact to the advantage of each.

“The Return Loads Bureau would act as a clearing house through which the trucking interest would be brought in direct contact with manufacturers and shippers desiring to avail themselves of that form of transportation, and in like manner the shipper or manufacturer could be immediately informed as to where trucks may be secured and when they would be available.

“The Return Loads Bureau system has been installed in England, where we understand the success of the plan has been fully demonstrated.

“The system has been inaugurated in Connecticut, and the success of the plan is affirmed by the rapid development of highway trucking as a transportation agency in that State.”

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, APRIL 11, 1918.

NEITHER potteries nor glass factories appear on the priority list with reference to shipments of fuel and materials. This does not mean that these industries will be cut off; they will simply have to take their chances. Any pottery or glass factory working for the Government will undoubtedly be favored.

THE status of Japanese goods under the embargo of imports is a little complicated. Toys and cotton goods are proscribed, but china is not mentioned, and what will happen after April 14 is a question. The shortage in ships will be more acute; but efforts are being made to lighten the burden on the importers, and with some hope of success.

ONCE more the big flag of the Pottery, Glass and Brass Salesmen's Association is displayed on Fifth avenue. It made its first appearance at the time of the Preparedness Parade, was later used in the recruiting station, and now is flung to the breeze in aid of the Third Liberty Loan. It is the only one on the avenue stretched across the street.

THE five and ten cent stores are having a hard time in getting goods to sell at their figures. One of the principal items has been cups and saucers; but, as everybody knows, these have been increasingly difficult to obtain, until now they can scarcely be secured at all.

When the dealers can get them they have to charge ten cents for each piece. Good customers as they are to the potteries, it would be a benefit to the trade if the five and ten cent accounts were written off the books.

MUCH is said these days about patriotism and the necessity of contributing to the support of the country. At the same time the labor organizations are clamoring for more pay, and enforcing their demands by strikes. Capital is being taxed heavily by the Government, and increases of wages come as a further tax. The "high cost of living" plea has been worked to death. The increases in wages are far in excess of the increase in the cost of living. If the laboring element desires to show its loyalty it should halt its demands for more money. Every time there is a raise in wages, prices go up. The purchasing power of the dollar is decreased just so much, and conditions are not improved. Then comes another strike, and the endless chain moves forward another link. Stop the strikes, and equilibrium will follow.

PERSONAL.

LAST Sunday H. Benedikt had the double pleasure of a delightful motor trip in his car to Lakewood, N. J., and bringing his brother, W. G. Benedikt, home with him. The latter, who is manager of the china, glass and housefurnishings departments of L. Bamberger & Co., Newark, N. J., had been at the resort for three weeks recuperating from a recent illness. He is now feeling quite fit once more, and returned to business on Monday morning.



A. Klayf returned to his desk at Koscherak Bros. last Saturday after his honeymoon in the South. He now wonders how it was possible for him to have remained a bachelor so long.



Eugene H. Peck, head of the New York office of the Phoenix Glass Co., accompanied by Harry B. Whitney, left for Monaca, Pa., on Saturday to attend the funeral of W. J. Wright, who was killed in an automobile accident last Thursday night.



Brewster Kinney, son of George W., of the firm of Kinney & Levan, Cleveland, and buyer for the concern's retail lamp and other departments, is registered at the Biltmore.



Among the wholesalers who came to New York last week to attend the meeting at the Hotel Astor relative to the proposed embargo were Theo. Jones, of the

Jones, McDuffee & Stratton Co., Boston; Geo. W. Kinney, of Kinney & Levan, Cleveland; Geo. A. Stuart, of Mitchell, Woodbury Co., Boston; Wm. Howell, of Pitkin & Brooks, Chicago, and J. F. A. Fisher, of Fisher, Bruce & Co., Philadelphia.



E. H. King, who had been with the J. B. Greenhut Co. as lamp buyer for a year and a half prior to the concern's discontinuance, has been engaged in the same capacity by Bloomingdale Bros., and assumed charge of the department last week under Louis Klayf. Mr. King is a thoroughly-experienced lamp man, having been with the O'Neill-Adams Co. and Hahne & Co., Newark, N. J., before going with Greenhut.



Wm. Junor, long expected in New York, arrived on Monday. He was feeling very jubilant, having lately received word that his son, who is in the Canadian Aviation Corps, had received a war medal.



Ed. Butler is back from a three weeks' tour through New England and part of New York State for A. J. Fondeville & Co. He had a fairly good trip, although business was somewhat spotty.



Kennard L. Wedgwood is home from a three weeks' trip West. Geo. A. Service, whom he met in Chicago, is now in Canada, working west to the Pacific coast. Mr. Wedgwood's smile is evidence of the success of his trip.



John D. Kohlwey, who has been associated with Fensterer & Rube for the past fifteen years as city salesman, engaged last week with Oscar O. Friedlander, Inc., to call on the trade in the metropolitan district with the concern's line of illuminating glassware.



Mrs. Bernice Bowser, formerly buyer of lamps and art embroidery for Abraham & Straus, Brooklyn, where she had the reputation of having one of the most attractive lamp departments in the country, is now in charge of the same goods at Lord & Taylor's.



Harry B. Whitney began his Western trip for the Phoenix Glass Co. this week, starting in at Cleveland.



While J. Winkler, of the Pacific Importing Co.'s New York office, left New York last week ostensibly to answer a call for the draft at Seattle, Wash., he evidently had other things on his mind, for a letter received from him en route by Mr. Lowman, his associate in the management of the concern's local branch, said he was headed for Portland, Ore., for the purpose of changing the name of Miss Mildred Meyer, of that

city, to Winkler. After his visit to Seattle Mr. Winkler will work his way homeward, making stops at the principal points in the interest of the concern. Of course, Mrs. Winkler will accompany him. According to his position on the records he doesn't expect to be called for service for some months yet.



Miss Jane Richardson, who is well known to many in the glassware trade through her several years' association with the business as office assistant for D. King Irwin, last week announced her engagement to M. E. Hickey, of Brooklyn, now a member of the aviation corps at San Antonio, Tex.



H. A. Bangeman, who up to a short while ago was with Gimbel Bros. as lamp buyer, has assumed the management of the lamp department for Hahne & Co., Newark, N. J.

TRADE ACCEPTANCES DISCUSSED.

AT the regular quarterly meeting of the Crockery Board of Trade, held at the Hardware Club on Wednesday, there were present W. J. Dorflinger, president; L. S. Owen, secretary; W. S. Pitcairn, J. J. Temple, E. B. Dickinson, James B. Boote, Henry Witte, E. F. Anderson, C. A. Holbrook, Geo. M. Smith, W. W. Magee, L. S. Hinman, John J. Miller and Geo. M. Jaques.

After a delicious luncheon, and when routine business had been transacted, President Dorflinger called on Mr. Anderson for his committee's report on Trade Acceptances.

Mr. Anderson began by saying that these acceptances were sought by banks as being the best security possible on which to loan money, because they could be rediscounted at Federal Reserve Banks. They were, in fact, notes. He explained that the National Banks could not take all kinds of securities, and instanced corporate stocks on which they would not lend. On the other hand, they lend up to 75% on trade acceptances without any other collateral. They would lend on trade acceptances when they would refuse the firm's individual note.

Mr. Pitcairn thought the generous use of these instruments would be good for the trade. He stated that many of his accounts were locked up in notes and overdue accounts, and if instead of these he had acceptances in his safe he would feel a great deal more comfortable. Business these days is done largely on personality. You know a man to be honest and give him credit when perhaps his bank would not do so. There is no particular reason why he should pay promptly if he can avoid it. If he has given an acceptance, however, he will feel morally bound to meet it. There were billions of dollars in open accounts on the books of the merc-

hants all over the country, and he wanted his hearers to think what that would mean if the obligations were in the form of acceptances. He instanced a case of his own where a large bill was owing which he felt he could carry no longer. He told the debtor that unless it was settled in some way he could give him no more credit. Notes were given, and met; and from that time on all the merchant's purchases were settled by note, and he had never failed to meet his obligations.

Mr. Dorfinger said that years ago practically all the glass men paid their accounts by long-time notes, and referred to one Bostonian who years ago was reported to keep no check book, but paid everything by note, and met the notes when he had the money. He was afraid that if the old-time custom was revived merchants would be likely to overbuy. A man would make a large purchase, give his note, and then say, "Well, that account is paid," and dismiss the transaction from his mind. The Glass Association had been trying its best to put the business on a cash basis, and very few notes were now given or taken, and he thought there would be trouble in trying to get acceptances adopted. As a rule, customers paid promptly. If anyone didn't he was cut off.

Mr. Pitcairn interrupted to say that acceptances did not apply to short-time credits.

Resuming, Mr. Dorfinger said the jewelry trade in the South bought goods on the understanding that payment was to be made contingent on good crops. If the crops failed they had no hesitancy in taking additional time, even up to next year. If the glass trade sold on three or four months' time, trade acceptances would be a good thing; but the tendency these days was to sell only for cash.

Mr. Smith thought the acceptance was a good thing for the banks, and would be for the trade; but the latter would have to be educated and the scheme universal to make it practical.

Mr. Dorfinger thought that acceptances would not be paid any more promptly than notes.

Mr. Miller suggested that new terms be established—goods to be sold on thirty days; one off on fifteen; interest to be charged on all accounts running more than thirty.

Mr. Hinman said that in his experience men who gave notes were more apt to pay promptly than those who did not.

Mr. Holbrook thought that the use of acceptances would encourage long-credits and cause concentration of business in the hands of a few who could give long time. The lamp trade was only giving thirty days' credit. If a man did not pay promptly his business was not wanted.

Mr. Smith corroborated Mr. Holbrook. His firm rarely took notes, but if it did and for any reason that note was renewed the maker was cut off from any further credit.

Mr. Anderson argued that if a man had three or four acceptances outstanding they acted as a danger signal, and the fact that he would have to meet these acceptances would prevent him from overbuying. There were many good men who otherwise would buy, and keep on buying, and suddenly find that they could not pay. Acceptances would remedy that state of affairs. He said that when a salesman first asks a customer to give acceptances he is liable to be turned down in favor of a competitor who sells on open account. But if the merchant can be induced to give an acceptance he feels obligated to buy from that house hereafter. Many people prefer to buy on open account because they want all the time they can get. Another thing he had discovered was that acceptances were paid more promptly than notes—that is, there were fewer renewals of acceptances than there would be of notes. His firm had taken thousands of acceptances, and it was very rarely that they were not paid at maturity.

Mr. Pitcairn said that he had been requested by the advertising committee of the Liberty Loan to ask the members of the Crockery Board of Trade to do some advertising for it. He said that it would cost from \$1,000 to \$1,200 for a page in certain publications, and he asked what the trade thought of the scheme. The reply he got was: "It would be a good thing for the newspapers." He said that one of the crockery trade papers had started something of the kind; he did not know whether the other had or not; to which Mr. Jaques replied that the scheme had been considered and the conclusion arrived at that if any man had \$50 to spend in advertising Liberty bonds he would do better to take the money and buy a bond outright.

No definite action was taken in the matter of trade acceptances, and the committee, of which Mr. Anderson is chairman, was continued.

W. J. WRIGHT KILLED IN MOTOR ACCIDENT.

LAST Thursday George F. Wehr, manager of the Monaca factory of the Phoenix Glass Co., left for Pittsburgh in an automobile with a party consisting of H. P. Allen, head of the office force; George Jackson, bill clerk; E. C. Flanagan, salesman; W. J. Wright, efficiency man; and two visitors who had been to the factory. They crossed the river at Rochester to take the Lincoln Highway, and at Bellevue, a few miles out, Mr. Wehr, who was driving, swerved to pass a motor car standing at the kerb. In so doing he had to cross the street car track. It was dark and foggy, and he did not see an approaching street car, and in the collision which followed all were thrown out. Mr. Wright was killed instantly, Mr. Allen had his leg broken, and Mr. Wehr suffered from strained ligaments in both arms and legs. The others were bruised and badly shaken up, but sustained no serious injury.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

On account of the scarcity of lumber the package manufacturers have put a new price list into effect, as follows: No. "O" cask, \$4.25; No. 1,

\$4; No. 2, \$3.75; No. 3, \$3.50; No. 4, \$3.25; No. 5, \$3; No. 6, \$2.75; No. 7, \$2.50; 22-inch, \$1.75; 20-inch, \$1.25; 19-inch barrels, \$1.10; 16-, 17- and 18-inch barrels, \$1; 112-piece crates, 80c.; 100-piece crates, 75c.; 42-piece crates, 55c. The package situation in this district is getting serious. Some of the largest manufacturers here have barely a week's supply of lumber ahead, and on some sizes they are quite bare. Great trouble is being experienced in obtaining cars to load at lumber shipping points.

* *

The increased costs of lumber and packing straw have caused pottery manufacturers to make a thorough investigation of their costs of bulk car packing, and the closest this could be figured has developed a cost of \$1.75 per thousand pounds. Straw is not easy to obtain, on account of the car situation, and when it can be had costs the potters from \$15 to \$18 per ton—almost 100 per cent more than two years ago. Lumber for car packing is costing around \$30 per thousand feet.

* *

Among buyers here were O. C. Henke, for the St. Louis (Mo.) Glassware and Queensware Co.; Carl Wehrle, for the Columbus (O.) Merchandise Co.; Mr. Ross, for the Jewell Tea Co., Chicago; Charles Reed, Baltimore, Md.; George F. Hankins, Lexington, N. C.; Mr. Guteman, for Rosenblatt Co., Baltimore, Md.; M. K. Lindner, for Dohrmann Commercial Co., San Francisco.

* *

Shipping reports for March show that notwithstanding embargoes, gas shortage and numerous other troubles, the valuation was greater than in the same month a year ago. February shipping was the lowest in years—in fact, was practically tied up almost the entire month—which naturally accounts for the good March record.

* *

Pottery workers here are taking an active interest

in the flotation of the third Liberty Loan. In some shops committees were organized, and the men and women composing them worked among their fellows boosting the sale of the new bond issue. Indications at this time are that the quota allotted to this city will be taken up very quickly.

* *

D. E. McNicol, of the D. E. McNicol Pottery Co., Clarksburg, W. Va., has been spending a season at the local offices.

* *

The demand for assorted salads continues very active.

* *

Some embargoes having been lifted, a lot of ware that was packed and held has been started forward during the past ten days. Carlot shipping to Eastern points is still uncertain. Transportation of carlots to Western districts is somewhat easier.

* *

High cost of maintenance has caused the street railway company operating between this city and Chester, W. Va., to increase its fares from five cents per trip to a rate of fourteen tickets for \$1. The increased fare—about four cents per day—will be refunded pottery workers by the manufacturers, who will keep a record of the amount, and the refund over the five cent fare will be made to them in a lump sum quarterly. A similar arrangement will become operative when the street railway fares to Newell are increased.

* *

The Smith-Phillips China Co., whose record for fine products is well established, are having an exceptionally good trade and in a short time will erect an additional glost kiln to help meet the demand.

✕

The employees of the Southern Pot-
Erwin, Tenn. teries Co. have taken \$12,500 worth

of the third Liberty bond issue, every man and woman in the pottery having subscribed. The per capita shows \$111.60. This is certainly one hundred per cent efficiency.

THE CONDITION OF BUSINESS.

No marked change is noted in the condition of trade with the importers of English and French goods. Business in the warerooms is confined largely to local transactions. The men on the road are sending in a fair amount of orders, and the mails bring about the usual quantity. The proposed embargo by the Government on all oriental goods has caused much uneasiness, not only to the importers, but the large wholesalers who take great quantities of Japanese china are very anxious as to the outcome, and, working with the importers, are trying hard for a modifications of the edict.

The domestic potters are still getting plenty of business, and rejoiced last week when they were able to make good shipments. They are now hoping they can keep their sheds clear of packed goods.

The glass manufacturers are crowded with orders for some kinds of goods, but are finding slow sale for others. Tumblers of all kinds are in demand, and, early as it is, there is a loud call for jellies. It is expected that the call for fruit containers of all kinds will be the biggest ever known.

The cut glass market is still quiet. While there is, of course, some business, it is not what is expected at this season, when retailers ought to be laying in stocks in anticipation of the June weddings. Manufacturers are not stocking up, as conditions since Christmas have not been encouraging.

Local agents for both pottery and glassware have had varying experiences this week. Some days there was good business; then for two or three there would be scarcely anything doing. Buyers say: "Ship what we have ordered, and we will buy more. What is the use of ordering now, when orders placed six, nine or twelve months ago have not been filled?"

The toy trade has quieted down to almost nothing. But, in view of the immense business done earlier, no one is worrying.

The call for housefurnishings is just about normal. But "spring cleaning" is now on, and there will probably be a larger call from retailers very soon.

Retail trade in the city is so much better that dealers are much encouraged. What effect the Liberty Loan will have on business has not yet developed, as the drive has only just begun, and the subscribers so far are largely of the well-to-do class which does not miss the money so invested.

The country trade everywhere is good. The farm-

Continued on page 22.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Decorator for well-known nine-kiln pottery. Permanent position. Good wages. Address A 160, this office.

WANTED—A first-class engraver for heraldic work. Address A 166, this office.

SITUATIONS WANTED.

CHINA and glassware salesman of wide experience wishes to connect with first-class house looking for a good road man for the Middle West, West and South. Address A 165, this office.

Statement for April 1, 1918, of the ownership, management, etc., of the CROCKERY AND GLASS JOURNAL, published weekly at New York, N. Y., as required by the Act of August 24, 1912.

State of New York, } ss
County of New York. }

Before me, a Notary Public in and for the State and County aforesaid, personally appeared Geo. Whittemore, who, having been duly sworn according to law, deposes and says that he is the editor of the CROCKERY AND GLASS JOURNAL, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in Section 443, Postal Laws and Regulations, to wit:

1. That the names and addresses of the publishers, editor, managing editor and business managers are:

Publishers, Whittemore & Jaques; editor, Geo. Whittemore; managing editor, Geo. M. Jaques; business managers, Whittemore & Jaques, all of 92 West Broadway, N. Y. City. Owners, Geo. Whittemore, Geo. M. Jaques, S. H. Rhodes, all of 92 West Broadway, N. Y. City. Known bondholders, mortgagees, and other security holders, holding one per cent or more of total amount of bonds, mortgages, or other securities, none.

GEO. WHITTEMORE.

Sworn to and subscribed before me this
29th day of March, 1918.

FRED M. HARRIS, Notary Public,
New York County.

(My commission expires March 30, 1920.)

FRANK ODENDAHL,

1416 BROADWAY,

NEW YORK.

STORE AND SHOWROOM FIXTURES OF ALL KINDS.

A Specialty made of China and Glassware Fittings.

WARNING!

WE hereby caution the trade against the purchase of Cut Glass which shows an infringement of our "Rosebud" design, Patent No. 49219, Serial No. 91497 of April 15th, 1916.

At the same time we hereby serve notice on the manufacturers who are producing such Cut Glass that we intent protecting our interest to the fullest extent.

McKANNA CUT GLASS CO., Inc.

Honesdale, Pa., February, 1918.

Theodore Haviland

Limoges,
FRANCE.

THEODORE HAVILAND & CO

200 FIFTH AVENUE



NEW YORK



THE FIFTH AVENUE BUILDING

SUITE 316



MADISON SQUARE



ers are richer. It is different in large cities, where the salaried men predominate. They are getting no more money, but pay more for everything they use. On the other hand, the laboring class are getting wages in excess of the increased cost of living. Day laborers at from three to four dollars a day are certainly not suffering, and mechanics getting from five to ten dollars a day ought to be able to keep the wolf from the door, particularly as there is plenty of steady employment.

**East Liverpool
and Vicinity**

While there is no lack of business with the pottery manufacturers, transportation problems continue to be a thorn in the side. Delay is experienced both in obtaining raw materials and in shipping finished products. Owing to the scarcity of lumber, package manufacturers do not guarantee their prices over night. Hotel ware continues in very heavy demand, and the general line of dinnerware is as active as ever.

**Pittsburgh and
Vicinity**

The demand for pressed items shows an increase over that for blown ware. The activity in the buying of blanks is somewhat surprising. Packers' ware continues in great request. The Government continues to be a liberal buyer of special lines of glassware.

Demorest & Co.,

156 Fifth Avenue, New York,

REPRESENTING

Co-Operative Flint Glass Co.

.... AND

Industrial Glass Co.

Cake Salvers, Fish Globes and Tanks.

Soda Fountain Glassware.

Crystal and Opal Goods of all kinds.

Blown Jugs and Tankards in large variety.

Candy Jars, Bird Baths and Seed Cups.

Blown Tumblers of all descriptions.

PROMPT DELIVERIES.

KNO-GLAIR

PATENTED

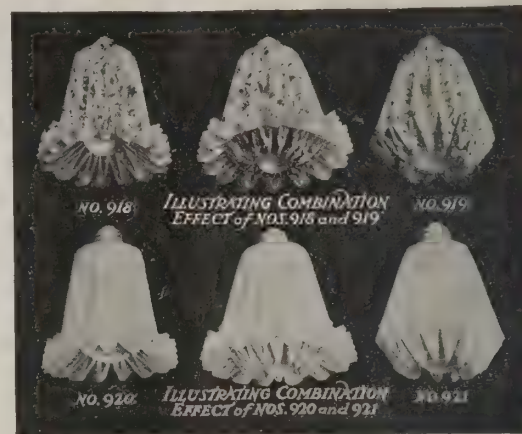
PLEATED LINEN SHADES FOR ELECTRIC LIGHTS
MORE EFFECTIVE THAN SILK AT ABOUT ONE-TENTH THE COST
IN DEMAND ENTIRE 12 MONTHS OF THE YEAR
MANUFACTURED EXCLUSIVELY BY

J. A. WHALEY & COMPANY

LAMPS—LIGHTING FIXTURES—SHADES

118-120 FIFTH AVE.,

NEW YORK



MADE IN FOUR STYLES AND NINE COLORS
NO SHADE HOLDER REQUIRED

SLIPS OVER SMALL END OF BULB

CAN BE USED ON ANY FIXTURE

NOS. 918-919 "CRETONNE EFFECTS" RETAIL AT 15 CENTS

NOS. 920-921 "PLAIN COLORS" AT 10 CENTS

PACKED EITHER 3 DOZEN OR 1 GROSS OF A STYLE
AND COLOR OR ASSORTED COLORS TO CARTON

SPECIAL 1 GROSS ASSORTMENT INCLUDING ALL
STYLES AND COLORS \$10.40 NET.

"Potters to the American People."

ELPCO
MADE IN USA
CHINA

ELPCO
MADE IN USA
CHINA

ELPCO
MADE IN USA
CHINA

ELPCO
MADE IN USA
CHINA

OUR TRADE MARK.

... THE ...

EAST LIVERPOOL POTTERIES CO.

EAST LIVERPOOL, OHIO,

are offering the best line of popular-priced dinnerware made in U. S. A. Convince yourself of above truthful statement by seeing same at

Eastern Office:

139 Fifth Ave., New York.

ED. A. UNGER.

Western Salesroom:

180 N. Dearborn St., Chicago.

CHAS. D. McCHESNEY.

CROCKERY and GLASS JOURNAL

NEW YORK, APRIL 18, 1918.

CONDITION OF TRADE.

New York Visitors to importers' warerooms have not been numerous this week, and there is an apparent dullness in all of them. But it is only on the surface. The men on the road are doing well, and mail orders are good; so there is plenty for the clerical and packing forces to do.

The arrivals of merchandise from English ports continue with gratifying frequency. Scarcely a week goes by without one or two ships coming in bringing wares.

The arrivals of French goods are not as regular as the English, but there have been quite a number of packages received recently.

Japanese goods come in by way of the Pacific coast, of course; and under the present rulings of the customs authorities it is difficult to learn just what they are. Totals are published monthly, but daily and weekly arrivals are not made public. Many goods have come in this year, but not nearly the amount the importers would have liked.

Local agents for both potters and glass manufacturers are doing only a fair business. They are all complaining about slow shipments. These men, as a rule, do a strictly commission business, and the non-shipment of their orders touches their pockets.

Everybody is wondering at the dullness in the cut glass business. No one can explain it. There is a fair

sale for light blown goods, and a small demand for the higher grade wares, but heavy cuttings do not go as well as they should. The society papers are predicting numerous weddings in June, and should these predictions prove correct there ought to be a big business in cut glass.

Retail business in New York had a setback the latter part of last week, when a four-day storm pelted the city with gales, snow and rain. The smiling skies and balmy temperature of this week soon set things right, however, and the shoppers turned out in force, eager to make up for lost time.

As for the future: If the signs of the times mean anything there is to be a bigger shortages of wares than ever before. While the European factories are working to the limit, shipments will not be any more favorable, and there is going to be particularly hard times getting transportation for Japanese goods. The domestic manufacturers are doing all that is possible, but cannot begin to supply the demand.

Pittsburgh and Vicinity

Little change in conditions in the flint glass business is noticeable this week. The demand for pressed lines continues very active. Orders for the more costly blown offerings are more or less spotty. Factories featuring packers' lines and display jars and containers are exceptionally busy, and indications point to a still further increase in the demand.

The West is very alert in anticipating future requirements.

The usual lull in business following Easter has prevailed here during the past ten days. Still, on the whole, business is good, and buyers want their purchases sent forward at the earliest possible moment. The shipping situation has shown improvement, and raw materials are coming in more freely.

MOVE TO NEW QUARTERS.

THIS week A. J. Fondeville & Co. are removing their salesroom from 85 Fifth avenue to 9-11 East Sixteenth street, where they will occupy the entire second floor. In their new location, which is just around the corner from their old place, they will have much better facilities for conducting business. They expect to be settled by the first of next week.

BOSTON BUSINESS NOTES.

TRADE is very good for this season of the year, when the generally trying conditions are taken into consideration. The stores are doing a "spotty" sort of business—some days good; others indifferent. The Liberty Loan campaign is having its expected effect, particularly as to purchases of the more expensive goods.

Many in the trade took part in the All-America parade, the largest ever held in Boston, 83,500 being in line.

In view of the Government's recent request that stores conserve wrapping paper and other supplies as much as possible, the Retail Trade Board has issued a set of rules to help along the plan, and they are being followed with excellent results.

A movement has been started looking to the widening of the sidewalks on both sides of Washington street, now that the trolley cars have been permanently removed from the most congested section.

Employees of the R. H. White Co. were given a pleasant surprise this week when at their Liberty Bond rally the company made the announcement that each subscriber to a bond would be given one dollar towards paying for it.

In order to finance the Retail Trade Board's work for this year the various mercantile houses constituting

its membership were assessed on the basis of each store's gross sales the past year: \$15 for stores with sales under \$250,000; \$30 between \$250,000 and \$500,000; \$75 between \$500,000 and \$1,000,000; \$150 between \$1,000,000 and \$2,500,000; \$400 between \$2,500,000 and \$5,000,000; \$700 between \$5,000,000 and \$10,000,000, and \$1,000 for those with gross sales above \$10,000,000.

The Gilchrist Co. employees, together with members of the corporation, subscribed for \$112,000 worth of bonds the other night.

War Savings societies have been formed in practically every large store downtown.

LEO SCHLESINGER CO. STILL IN THE LEAD.

THE total sales of War Saving Stamps by the crockery, glass and allied trades to date is as follows:

	War Savings Stamps	Thrift Stamps
J. Wedgwood & Sons.....	15	127
Wimelbacher & Rice.	8	42
Morimura Bros.....	32	1805
Geo. Borgfeldt & Co.	173	971
J. H. Venon, Inc.....	6	38
E. T. W. Craig.....	21	425
C. Dorfinger & Sons.....	10	51
K. J. Okajima.....		193
George H. Kamoi.....	8	
Wallach-Behrend Co....	\$126.50	
Tashjian Bros.....		45
Takito, Ogawa & Co.....	302	
W. S. Pitcairn Corporation.	17	407
Le Roy T. Pease.....	24	250
Edward Boote.....	12	295
Marcus Bist.....	\$30.00	\$12.50
B. Shackman & Co.....	10	156
Lowenfels & Co.....	3	222
Chas. M. Levy.....	3	100
Edward B. Dickinson....	7	104
Frank & Danziger, Inc...	9	10
Bryce Bros. Co.....	15	263
A. J. Fondeville & Co....	2	72
E. I. Horsman Co.....	\$170.38	\$33.00
Pairpoint Corporation....	17	439
Strobel & Wilken Co...	\$1,213.21	
L. Straus & Sons.....	146	317
Lazarus & Rosenfeld.....	83	1000
Herman C. Kupper.....	55	263
B. Illfelder & Co.....	1	37
L D Bloch & Co.....	40	423
Leo Schlesinger Co.....		\$1,513.50
The Herbert Co.....	3	229
Bissell Carpet Sweeper Co	6	49
Empire China Works.....	26	313
B. Strasberger.....	6	4
Ed. Williamson.....		48

Illuminating Devices.

Hanging, Stand and Portable Lamps; Light-
ing Glassware, indirect and semi-indirect;
Domes, Shades, etc.

IN their advertisement on another page the J. A. Whaley Co. 118-120 Fifth avenue, manufacturers of the popular "Kno-Glair" patented shades, call attention to another specialty put out by them which is meeting with phenomenal success wherever shown—a shade-holder for use with silk, metal, glass or linen shades. Its feature is that it can be used on an electric bulb in either an upright or drop position, as well as at any angle. Dealers desirous of stocking a money-maker should write for particulars.

The accompanying illustration shows Wm. R. Noe & Son's "Buffet Lamp"—another of their specialties. The wooden standard encloses a glass font for holding



kerosene. It may be had in mahogany, ivory, or Dresden decoration, fitted with old gold, old rose, Copenhagen blue and other silk shades.

The Pittsburgh Lamp, Brass and Glass Co. have brought out a two-piece unit that introduces a new degree of efficiency for this form of lighting. The factory has produced a special heat-resisting glass for it that will take a lamp up to 500 watts and at the same time is of such fine quality that the full strength of the light

filters through without any glare whatever. The item is very gracefully shaped and ornamented with a neat embossing. Charles Kraft is displaying it with other new creations at the local showroom, 35 West Twenty-third street.

The second issue of the Pheonix Glass Co.'s interesting little monthly, published in the interest of the company's line of illuminating glassware, is quite as bright and attractively gotten up as the first. Among its features are illustrations of the factory's very latest designs on pages so perforated that they may be easily torn out and added to the concern's catalogue recently mailed to the trade.

Despite the many styles of adjustable lamps that have been put on the market, the Plume & Atwood Mfg. Co.'s well-known "Plumwood" continues to be as popular as ever. Like all of this concern's products, only the best quality of material enters into its make-up, and its substantial construction is a guarantee of the greatest possible length of service. Its special adjustable features make it one of the most practical table lamps on the market.

A well-established lighting principle treated in a new and pleasing manner is embodied in the two-piece unit illustrated below made by the Jefferson Glass Co., Follansbee, W. Va. The high light transmission and



diffusion qualities of "Moonstone" glass combined with a practically-perfect scientific design give great lighting

efficiency and at the same time eliminate the presence of shadows or dark spots on the ceiling, walls or floor—which hitherto has been the one disadvantage of the transmission-reflection system. An excellent feature is its adaptability to a wide variety of decorative treatment.

AT CHICAGO.

SUBSCRIPTIONS in the crockery and glass trade to the third Liberty Loan were heavy last week, and it is believed that the total from the trade will be much greater at the finish than for either of the other two loans. Albert Pick, of Albert Pick & Co., was head of the subdivision which had charge of the work of getting subscriptions, and was given active assistance by P. A. Coleman, of Burley & Tyrrell. The crockery and glass trade was considered a part of the hardware division, by some peculiar process of reasoning. In some instances the committee of the jewelers asked subscriptions from china-decorating firms, manufacturers of cut glass, and other members of the trade.

The annual exposition of toys continues at the New Morrison Hotel and the Palmer House, and is being well attended. The doll manufacturers are doing the big business. One of them estimates that there are now 200 makers of dolls in this country.

George H. Bowman, of the George H. Bowman Co., Cleveland, O., is expected in the city this week for an inspection of the new office and display room recently opened in the Shops Building.

John Fisher, showing Baccarat glassware, was in Chicago during the week.

Arthur J. Bennett, of the Cambridge Glass Co., left for the East after attending the United States Chamber of Commerce meeting here last week.

M. Marquiz, manufacturer of silk lamp shades, has moved into the Shops Building.

The McAnulty Co. has completed its work of moving from 56 E. Randolph street into the Dickey Building, 180 N. Dearborn street.

Michael Geary, former Chicago representative of Morimura Bros., was in the city for several days during the week shaking hands with some of his old friends.

Among the visiting buyers were T. C. Lorenzen, for Wolf & Dressow, Kansas City, Mo.; William Needham, for Stumm & Brattelman, Paducah, Ky.; Jacob

Rosenheim, for Charles Rosenheim & Co., Louisville, Ky.; John R. Baker, Winona, Minn.; Leo Arnstein, for Ed Schuster & Sons, Milwaukee; A. F. Linquist, of Linquist Bros., Keokuk, Ia.; H. T. Siemon, Herpolsheimer Co., Grand Rapids, Mich.

William Howell, of Pitkin & Brooks, who has been in the East, is again at his office.

A. H. Heisey, of A. H. Heisey & Co., Newark, O., returned to the factory after spending four days in the city last week.

Members of the crockery and glass trade are helping to defray the advertising expense of the third Liberty Loan in Cook county, the total of which was \$125,000. The committee has sent out a call for subscriptions up to \$200 to take care of this obligation.

The Chicago Cut Glass Co., which for some time past has been located at Clinton and Van Buren streets, has decided to discontinue business.

Kennard L. Wedgwood was showing his line of English pottery here during the week.

E. A. Hinrichs, local representative of the Onondaga Pottery, Syracuse, N. Y., has returned from a recent Eastern trip.

Dave Saunders, manufacturers' agent, has returned from a trip to St. Charles, Ill.

OBITUARY.

THE trade will learn with keen regret of the death, last Friday, of George Frederick Riemann, president of the Riemann-Seabrey Co., 11 Union Square, after a week's illness from pneumonia, at the age of fifty-three. Before entering the toy business, about twenty-five years ago, he traveled for three years for Bawo & Dotter, taking the territory formerly covered by Richard Rhode, who had resigned on account of illness. He left the concern to go with Althorff, Bergman & Co., the largest toy house in the United States at that time. His next connection was with Noble & Cooley, another toy house. Later he became interested in the National Novelty Corporation, which controlled a combination of important toy factories in different parts of the country. After its failure in 1913 he organized the Riemann-Seabrey Co., which took over the interests in the corporation's factories. Besides a widow, he leaves a son and two daughters. Funeral services were held at his home in Brooklyn on Monday night.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Whether or not present selling lists will continue in force after this month will depend upon factory conditions. A notice recently received

by some local jobbers advises them that their orders "will be shipped before April 30 if possible; if not, the business will be subject to cancellation or shipment at prices in effect at the time of shipment." The manufacturers are guarding themselves against future developments. Should raw materials continue to advance and overhead charges increase they will be compelled to revise their lists. A decreased production through lack of labor causes increased overhead, and the forthcoming draft is bound to take many workers from the ranks.

The Macbeth-Evans Glass Co., operating plants at Charleroi, Marion, Ind., Toledo, O., and Elwood, Ind., has increased the wages of its employees from ten to fifteen per cent, beginning with last Monday. Within the past year, and including the present increase, this company has advanced the wages of its employees thirty-five per cent. They employ upwards of 2,500 workers at their four plants, and the latest raise costs them \$6,000 a week.

Salesmen for the United States Glass Co., who have been out on the road for the past six weeks, are due to return to the home office by Saturday.

Jobbers in lighting glassware in this territory do not anticipate unusual activity in new building construction this season, and therefore believe that the demand for lighting glass will be on a par with last spring.

What glass manufacturers hereabouts class as "luxury lines" are not having as active a movement this season as formerly. On the other hand, staple goods are meeting with a much heavier demand.

Glass salesmen who have been at Washington, D. C., of late report that the demand for merchandise

there is the heaviest ever experienced. Wherever shipments can be obtained stocks are being turned over quickly.

While some business continues to be received by manufacturers of bar lines, the demand is not nearly as brisk as that of a year ago. Also, the call to-day is for the smaller sizes. A number of bar glass manufacturers have started to change their lines by creating specialties that appeal to women and the home.

Henry Nickel, city salesmanager for the United States Glass Co., has been appointed advertising manager in connection with his other duties. Mr. Nickel was formerly in charge of this department.

Traffic managers report a slight improvement in transportation within the past ten days. The car situation is not as acute as formerly, and it seems that better time is being made in deliveries of both raw materials and finished products.

Decorated water sets are in good request. Not as many factories are making this line as some years ago, but those devoting part of their energies to this work are quite busy. The Southern trade have been particularly liberal in their orders.

Hardly a day passes but that some of the larger glass manufacturers in this district receive inquiries concerning lines for export. Last week inquiries were received from South America, England and France. While a fair amount of glass products is being exported, a far larger business could be developed if additional shipping facilities were available.

According to a new ruling of the railroads, buyers of glassware in carlots will have to pay a higher demurrage charge than ever before. The usual forty-eight hours' free time for unloading is allowed. The first two days thereafter track storage is at the rate of \$3 per day; the next two days \$4 per day; next two, \$6;

and the following two, \$10 per day. Every day thereafter the demurrage charge is \$14 per day. The rates have been made high so that receivers will see to it that their cars are unloaded immediately upon receipt.

Glass decorators are now receiving orders for specialties from the summer resort dealers and the traveling carnival companies. While prices on these lines are much higher than those prevailing a year ago, there does not appear to be any decrease in requirements. The carnival buyers have already cleaned up a lot of odds and ends found about the decorating shops.

It is estimated that more than 2,000 flint glass workers are now in the service of Uncle Sam—some of them on European soil.

A LOOK AHEAD.

MORE economical buying on the part of the public, which will inevitably tend toward curtailment of business in the large department stores in this city as well as elsewhere, and Government operation of the railroads of the country, which will involve necessary discrimination against the shipment of many commodities found to be in a broad sense non-essential to war needs, have made it imperative that department store managers reorganize their methods of merchandising to meet the new conditions which confront their industry.

"There is every reason to believe," said E. L. Howe, Executive Secretary of the National Retail Dry Goods Association, to a "Times" reporter, that with the railroads of the country operated by the Government as one huge system under the able direction and supervision of Mr. McAdoo, the movement of freight in all parts of the country will be greatly improved. Still, it is not to be expected that anything like normal conditions in the general freight situation can be restored so long as the war lasts.

"Until peace has been attained the movement of large numbers of troops, the supplying of munition plants and other war industries with raw materials and the shipping of these finished products to their various destinations will require a large percentage of the rolling stock of all the roads of the country, leaving a limited number of cars available for other freight.

"Under these conditions a priority list of commodities in the order of their necessity will have to be formed for the guidance of all concerned. It necessarily follows that many of the items in the regular stock of the large department stores will appear on this list, some of them probably pretty well toward the last.

"Some of these items will be goods which it has been the stores' policy in the past to buy on a hand-to-mouth basis. Others will be of the class bought months ahead. In either case the buying plan of the stores

will have to be entirely reorganized. It will be necessary in every line to cover requirements further ahead into the future than has ever been done before. In view of this fact buying will not only be done more carefully, but the tendency will be toward the more staple products.

"It also will be more desirable than ever before for merchants, wherever it is at all possible, to make connections with manufacturers in their own communities. The New York merchant will find it to his advantage in the matter of deliveries to patronize the New York manufacturer, the Philadelphia merchant to buy from the Philadelphia manufacturer, and so on throughout the country. In this way it may be possible in certain cases to continue lines which would otherwise have to be abandoned due to the freight situation.

"It is not improbable that the sale of a number of articles will have to be discontinued altogether. It is likely, however, that other commodities, more or less new to most of the stores, will be installed in place of those abandoned, and that the total volume of business in the course of a year may thus be maintained, or perhaps even increased.

"Should the spirit of economy throughout the country develop to such an extent as to manifest itself in a falling off in the demand for many necessary articles, the need for curtailment of running expenses will bring about further stopping of leaks and wastes in store operation. Already many abuses and bad practices have been abolished as a result of war conditions, but there is still room for improvement. Service, up to a certain point, is an asset, but beyond that point it becomes waste, and keen competition in the trade has resulted in many stores allowing extravagant practices to creep in for which there can be no justification in sound business reasoning. The opportunity for further improvement along these lines should be, and undoubtedly will be, welcomed and grasped by the entire retail trade.

"If business should be curtailed to such an extent that economies along these lines are not sufficient to meet the needs of the situation, it would then of course become necessary to reduce the sales force in proportion to the decreased need for salespeople. This, however, is the last step which the stores generally would care to consider. The majority of their employees of this sort are women, and it would therefore not be so easy a matter for them to obtain other employment. These girls, who are mostly young and more or less inexperienced, could not jump around from one part of the country to another seeking work in munition plants, and because of their experience and their physical qualifications they are not well suited to this kind of work even if they could get it.

"But that we will come to any such situation as this is highly improbable. It is neither the desire nor the intention of anyone to cripple the country's commercial life, and thus break down the morale of the

people at home, which is no less important than the morale of the soldiers in the field. Waste of any sort at this time is criminal, extravagance equally so, but there seems to be a general feeling, among business men and others the country over, that very extreme measures of economy, which after all are false economies, should be avoided.

"There seems to be no reason, therefore, for pessimism over future prospects. It is reasonably certain that living costs will be no higher, and through-regulation and price-fixing by the Government there is hope of their being lower very soon. On the other hand, it is equally certain that wages will continue to be high. Thus, with the money of the country largely in the hands of the people and in circulation, there is no reason why the volume of business during the year should not be good.

"The one most uncertain quantity in the present situation is in the matter of merchandise values. The year just ended has been one of speculation. There have been undue hoarding and manipulation, there have been misleading statements as to available supplies, and various other forms of profiteering, until confidence, one of the most necessary adjuncts to good business, has been severely shaken. The Government can correct much of this through price-fixing, and, should the need develop further, there is strong likelihood that other commodities besides food and war materials will be included in its price-fixing programme."

THE POOR LITTLE RICH BILL.

"WHO are you?" asked the editor, when a sick-looking stranger appeared before him. "You look a bit familiar, although I'm sure I haven't seen you for some time."

"I'm A. Dollar Bill," the stranger answered.

"Oh! Pleased to recognize you, Dollar Bill," beamed the editor, holding out his hand. "You look a bit weak, old friend. What's the matter?"

"I'm not the same Bill I used to be. I can do only about half the work I did before the war.

"Pretty tough! Have you been to see the doctor?"

"I went to Dr. McAdoo," answered Bill, "and he told me that I'll never get my strength back until after the war. He said I ought to gain at least 25c or 30c in weight then. In the meantime, he said, I ought to have a rest, and my owner ought to lay me aside against the day when I will be worth more."

"That isn't a bad idea," observed the editor.

"I know," continued Bill, "that some of us have to go for food and clothing, no matter how weak we get. But there are lots of us that are going for luxuries and things that our owners don't really need. The fast times are killing me. I thought if I called it to your

attention you might say a word for us. Doctor McAdoo said a dose of publicity would help me. Of course I don't want people to put me in a sock or behind the clock case until the Huns are defeated. My value will increase by investing me in absolute safety."

"How, for instance?"

"If you take four of us and add 15c to us this month, making \$4.15 in all, you can by a War Savings Stamp from Uncle Sam that will make me worth exactly \$5 cash to you on January 1, 1923, and worth even more when you consider how much more \$5 will buy then than now. We are valuable only because we can buy things people want. I am more valuable when I can buy more of those things than when I can buy less of them. And Uncle Sam will gain while you gain. He will have the use of your money when he sorely needs it; and, believe me, he needs it.

"Bill you're all right in your think-tank, anyhow," said the editor, "and I'll put this interview in the paper."

NEW RESTRICTION ORDER.

FURTHER restriction of the country's less essential industries was announced on Wednesday by the Fuel Administration in the issuance of orders curtailing the manufacture of clay products.

Among these sanitary ware was ordered curtailed fifty per cent, and stoneware, with the exception of chemical goods, fifteen per cent.

Another new order curtails the output of enameled ware fifty per cent.

The curtailment in each case is based on the average output for the past three years.

H. R. WYLLIE CHINA CO.'S GOOD WORK.

HUNTINGTON, W. VA., April 16.
Editor CROCKERY AND GLASS JOURNAL.

We notice in your issue of April 11th an article regarding the sales of War Savings Stamps by the Crockery, Glass and Allied Trades to date in New York City.

We have somewhat beaten their record, and we thought you might be interested in knowing it.

The employees of the H. R. Wyllie China Co. have pledged subscriptions to \$10,000 worth of stamps and are purchasing a certain quota of this subscription each month. Robert L. Archer, State Director, in his report of April 8, 1918, reports actual purchase of stamps by H. R. Wyllie China Co. as follows:

February.....	\$1,474
March.....	1,255

The rest of the trade will have to "get a move on themselves" if they are going to keep up with the record of our employees.
Very truly yours,
H. R. WYLLIE, President.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

WHITTEMORE & JAKUES, Inc.,

92 West Broadway, New York.

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TEL. 5092 BARCLAY.

MECHANICAL DEPT:
TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

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Canada.....	3.00
All other foreign countries in the postal union	4.50
Single copies.....	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, APRIL 18, 1918.

THE CAMPAIGN GAINING MOMENTUM.

THE Pottery, Glass, Lamps, Toys and Housefurnishings Trades Committee, under the direction of Chairman William S. Pitcairn, has hit a lively pace in its work for the third Liberty Loan. By Tuesday night the very neat total of \$238,600 had been subscribed.

The campaigners have thus far only brushed the surface, so to speak, and when they begin to "dig in" the amount should roll up rapidly. But everyone will have to do his part if the division is to go "over the top" with \$1,100,000—the quota called for.

TEUTON MERCHANDISE IN ROTTERDAM.

THE situation regarding the large quantities of goods of German and Austrian origin, owned by Americans, and now stored at Rotterdam, is further complicated by the commandeering of Dutch shipping by the United States.

All hope of obtaining this merchandise until after the war has practically been abandoned. Permits have been granted for the release of the goods in question following extended negotiation between the foreign trade advisors of the State Department and officials of the British Foreign Office; but, due to the shipping situation, it is now extremely doubtful if the importers will be able to get their goods until after the war.

This is not a cheerful outlook for merchants who have invested large sums of money in these goods, but it is regarded as another of the many hardships imposed by war conditions and patriotically accepted as such.

Merchants with goods stored in Rotterdam are reported as making inquiries with a view to obtaining bombardment insurance on their merchandise. The goods are now protected by ordinary fire insurance, but, due to the peculiar situation created by the taking over of the Dutch vessels, importers are apprehensive of the outcome. Because of this feeling, steps are being taken to protect more fully the valuable goods now stored at the Dutch port.

PERSONAL.

WHEN Eugene F. Loge visits the local market the next time it will be for the Edward Malley Co., New Haven, Conn., having engaged with that concern as manager of the housefurnishings department. Mr. Loge was formerly with Miller & Rhoads, and the E. B. Taylor Co., both of Richmond, Va., and is a high grade man. The Malley Co. is fortunate in securing his services.

Mr. and Mrs. John J. Miller and Miss Marion Huffman, fiancée of their son, Sergt. Donald M. Miller, left last Friday for a fortnight's visit with the latter, who is on duty with the Quartermaster's Corps at Camp McClellan, Anniston, Ala.

F. O. Shattuck, New England traveler for Geo. F. Bassett & Co., returned to headquarters last Friday in order to replenish his sample line with the latest patterns.

H. S. Potter, the new general manager for the Wellington Glass Co., Cumberland, Md., who recently resigned from a like position with the Tarentum Glass Co. to go with the concern, arrived in this city on Wednesday to look over the field and consult with the Horace C. Gray Co., the factory's local representatives.

A. J. Mueck, of the Pairpoint Corporation's New York sales staff, returned on Saturday from a several days' visit to the factory at New Bedford, Mass., where he reports all departments working to capacity.

W. F. Ellisson is home from a three months' trip West, finishing in Pittsburgh on Monday. He is enthusiastic over the success of his trip, but bewails the fact that he cannot get as many goods shipped as he

could sell. "Give me the wares, and I'll quickly dispose of them," he says.



Harry L. Seixas, of the Edward Boote traveling staff, left on Sunday for Philadelphia as his first stop on a Western trip that will keep him on the road until about June 1.



Charles J. Dela Croix, of Dela Croix & Wilcken, local representatives of the H. Northwood Co., joined R. J. Wylie, road man for the concern, in Canada last week.



Chris. Wadsworth, who calls on the trade in the metropolitan district for Frederick Skelton, is back on the job again after having been home with a bad attack of grip.



William Junor, the well-known Canadian dealer, leaves for Toronto on Tuesday after a ten days' stay placing orders.



Paul A. Zoellner, manager of Gillinder & Sons' local office, spent Tuesday at the factory in Philadelphia.



Victor G. Wicke, head of the Imperial Glass Co., Bellaire, O., is expected to visit New York very soon. Owing to conditions at the factory he has not been able to get away as frequently as formerly.



Dr. Charles L. Casey, head of the Guernsey Earthenware Co., Cambridge, O., was in the city on Tuesday conferring with the factory's local agents, Bates & Ledden.



M. S. Benford, who has been on the road for the past three weeks with his "Wazes" line, returned last Friday with orders of substantial size.



W. P. Graham, of Graham & Zenger, was able to return to business on Monday after being seriously ill for two weeks with a bad case of septic poisoning.



C. W. Neyhardt, buyer for Miller, Rhoads & Schwartz, Norfolk, Va., was in town for a couple of days this week, accompanied by Mrs. Neyhardt.



H. A. Ross, salesmanager of the Pittsburgh Lamp, Brass and Glass Co., who was on a tour of the concern's resident agencies, left here last Friday to visit the Baltimore office before returning to Pittsburgh.



H. J. Smith, New England traveler for Cox & Lafferty, returned to headquarters on Thursday from a

trip through his territory. After a few days' preparation he expects to call on the trade in Pennsylvania, for a change.



Louis Reizenstein, of C. Reizenstein & Sons, Pittsburgh, came to the city on Sunday to meet his friend Wm. Junor, who had arrived from Canada.



Edward Terpening, formerly office manager for Frederick Skelton, met with an accident at the camp at Fort Worth, Tex., that nearly resulted in his death. Something went wrong with one of the aviator's machine, and he went up with him to assist in fixing it. They had gone only a short distance when the thing turned turtle, and they came to the ground with a crash. As a result he is wearing a number of fancy stitches in his scalp, a black eye, and numerous other bruises.



Other buyers in town were A. R. Willauer, for L. Samler, Lebanon, Pa.; C. W. Neyhardt, for Miller, Rhoads & Schwartz, Norfolk, Va.; N. Clarke, for Lipman, Wolfe & Co., Portland, Ore.

THRIFT STAMP DAY.

MAY 1st will be known and observed throughout the United States as Thrift Stamp Day. On that day every store, every shop, stand, booth, counter and individual in the land selling goods of any character at retail should urge every customer to accept one or more 25 cent Thrift Stamps as part of his or her change on every purchase. This of course applies to purchases where the amount of money handed to the clerk involves the return of 25 cents or more in change. Where the customer's change would be less than 25 cents, the clerk, before accepting the customer's money, should ask the customer if he or she will include a 25 cent Thrift Stamp in the purchase. In this way the customer will be induced to hand the clerk another quarter for a Thrift Stamp.

An advertising campaign on bill-boards, posters, car-cards, etc., will tell the American people about Thrift Stamp day—tell them to show their patriotism by buying as much goods as possible on that day and taking as many Thrift Stamps as they can afford, in order to loan their quarters to the United States Government at good interest, and so furnish Uncle Sam with the sinews of war and victory.

Retailers should furnish extra inducements to the people to buy goods on May 1st, planning special Thrift Day Sales in every line, offering unusual values, bargains, etc., to bring the people into the stores.

Never before has the whole nation set aside a day like this for doing a record-breaking day's business in

every line of commodity selling at retail. It practically amounts to Uncle Sam turning shopkeeper for a day with every retailer in the United States as his partner and one hundred million Americans for customers! The possibilities for such a day's business are almost limitless.

Arrangements will be made with banks, post-offices and other authorized agencies in all parts of the country to furnish an ample supply of Thrift Stamps to retail merchants in every locality.

A MILLION-DOLLAR ORDER.

AN order for 3,000,000 pieces of vitrified ware, amounting to more than \$1,000,000, was given out at Philadelphia on the 10th of April and received by manufacturers on Saturday of last week. Seven items only constitute the order. Awards were made to ten potteries, according to their capacity. The Government had previously rejected all bids by dealers, and the invitation to the potters to send in their figures was looked upon as a command. The time given for filling the orders runs from three months to a year.

WHY GLASSES ARE CALLED TUMBLERS.

ABOUT 1,500 years ago the Saxons in England used drinking vessels that were made of horns of cattle or oxen. They were shaped like cones, and, their bottoms being pointed, would not stand erect. When a man had his drinking horn filled he did not lay it down until he had drained it. These horns were tumblers in the sense that they would not stay upright. Although our modern glasses do not have this objectionable quality, the name that originated in early Saxon times still persists.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthen, stone and china ware for the month of January, 1918, compared with the same month in the preceding year, were as follows:

	1917	1918
China, not decorated.....	\$ 10,791	\$ 10,630
decorated.....	201,087	205,942
From France.....	62,321	45,880
Germany.....	.....	.....
United Kingdom.....	50,682	46,489
Japan.....	71,478	103,298
Other countries.....	16,606	10,275
Earthenware, not decorated...	33,071	33,324
decorated.....	133,908	159,982
All other.....	26,924	16,152
Total.....	606,868	631,972

FOR SEVEN MONTHS ENDING JANUARY.

	1916	1917	1918
China, not dec.....	\$ 213,732	\$ 114,624	\$ 79,222
decorated.....	2,253,150	1,935,308	2,186,705
France.....	485,508	544,289	337,997
Germany.....	673,925	15,597	.....
United Kingdom...	264,907	335,150	388,704
Japan.....	684,901	947,265	1,326,111
Other countries...	143,909	93,007	133,893
Earthenware, not dec.	191,022	219,957	340,597
dec....	720,873	1,089,627	1,256,871
All other.....	123,420	189,996	134,753
Total.....	5,765,347	5,484,820	6,202,853

DOLLS AND TOYS.

	1917	1918
Dolls and parts of dolls....	\$ 7,869	\$ 18,803
All other toys.....	89,772	107,551
Total.....	97,641	126,354

FOR SEVEN MONTHS ENDING JANUARY.

	1916	1917	1918
Dolls & parts.	\$ 623,709	\$ 44,082	\$198,201
All other toys	1,998,594	795,209	971,281
Total.....	2,622,303	839,291	1,169,482

HYDRATE OF POTASH

Containing not more than fifteen per cent of Caustic Soda.

JANUARY		FOR SEVEN MONTHS E'D'G JANUARY		
1917	1918	1916	1917	1918
7,785	\$1,785	\$16,583	\$ 4,398

GLASSWARE.

JANUARY		FOR SEVEN MONTHS E'D'G JANUARY		
1917	1918	1916	1917	1918
\$34,734	\$47,302	\$354,062	\$247,055	\$382,764

CHINA CLAY.

JANUARY		FOR SEVEN MONTHS E'D'G JANUARY		
1917	1918	1916	1917	1918
\$104,637	\$110,759	\$735,741	\$675,439	\$784,150

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

JANUARY		FOR SEVEN MONTHS E'D'G JANUARY		
1917	1918	1916	1917	1918
\$3,496	\$2,362	\$113,425	\$150,949	\$49,558

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Pottery manufacturers are anxiously awaiting word from Washington concerning the action of the War Trade Board on the importation of clay.

The annual consumption of imported clays by the pottery interests of the country is placed at approximately 50,000 tons. To the suggestion that full American clays be used they say that a better body is obtained when a certain percentage of English clay is added. The manufacturers presented a clear statement of their needs to the War Board, and defied any ceramist to dispute it.

Homer J. Taylor, president of the Knowles, Taylor & Knowles Co., who has been spending a season in Florida, has returned to his office.

A cold snap and rather heavy snow here last week caused the gas supplied for industrial purposes to be shut off for a day or two, resulting in the non-drawing of a number of decorating kilns.

Among buyers visiting here were Mr. Miller, for the Schenk China Co., Pittsburgh; Philip Bernstein, for the Pearl China Co., Cincinnati; Harry Greenberg, New York; Harry Reich, New York; Mr. Casterline, for Pitkin & Brooks, Chicago.

Buyers of hotel ware have been very active in this market of late. The demand for this class of ware is so great that all plants making the line are taxed to the utmost. Many orders from the Government are on the books. It is freely predicted that hotel ware will be selling at or very near list before the year-end.

Manufacturers have a very large amount of unfilled business on file. Here and there Eastern and Western interests have placed exceptionally liberal specifications with the request that shipments be made as early as possible, as stocks are low.

Instead of the manufacturing potters sending sales-

men on the road this season, buyers are coming to them. There is an occasional exception, but as a rule manufacturers have not had a man on the road so far this season.

John B. MacDonald, secretary of the Knowles, Taylor & Knowles Co., has returned from a brief trip to Chicago.

Operations may be resumed at an early date at the plant of the Clay Casting Co., New Cumberland, W. Va., which has been inactive for several months.

Ambrose Cartwright, who resigned from activities connected with the Cartwright Bros. Pottery Co., is now pleasantly located in Los Angeles.

Charles C. Ashbaugh, of the West End Pottery Co., has been spending the past ten days making a Western trip during which business and pleasure were combined.

The summer meeting of the American Ceramic Society will be held in Zanesville this year. During the session visits will be made to several large ceramic plants in the Muskingum Valley. A number of manufacturers from this district will attend.

Herbert Goodwin, the well known pottery manager, who has been identified with the tile industry of late, is now on the road selling aluminum ware and other housefurnishings, traveling the Eastern territory. Mr. Goodwin managed a pottery plant in Mexico for two years.

John B. Lassell has severed his connection with the Illinois China Co., at Roodhouse, Ill., and is now located in Pittsburgh. He was formerly connected with local pottery interests in the capacity of decorator.

Local pottery interests have been liberal in placing their subscriptions for the third Liberty Loan. In this county the subscriptions for the first week totaled al-

most as much as the amount secured during the first three weeks' canvass for the second loan. The Knowles, Taylor & Knowles Pottery Co. has taken \$20,000 worth of the present issue. An honor flag for this city is assured.

* *

Cooperage is still short and at times difficult to obtain.

"NOT ME!" SAYS SAILOR DAN.

"WHEN this 'ere war is done," says Dan, "an' all the fightin' s through, There's some 'll pal with Fritz again, as they was used to do. But not me!" says Dan, the sailor man; "not me!" says he. "Lord knows, it's nippy in an open boat on winter nights at sea."

"When the last battle 's lost an' won, an' won an' lost the game, There's some 'll think no 'arm to drink with square-heads just the same. But not me!" say Dan, the sailor-man. "And if you arsk me why— Lord knows, it's thirsty in an open boat when the water beaker's dry."

"When all the bloomin' mines is swep', an' ships are sunk no more, There's some 'll sit them down to eat with Germans as before. But not me!" says Dan, the sailor-man; "not me, for one! Lord knows, it's hungry in an open boat when the last biscuit's gone."

"When peace is signed, and treaties made, and trade begins again, There's some 'll shake a German's hand, an' never see the stain. But not me!" says Dan, the sailor-man; "not me, as God's on high! Lord knows, it's bitter in an open boat to see your shipmates die."

—London Punch.

DON'T STICK TO A RUT.

WE owe it to ourselves to clear our vision at times. If we do not do so the chances are that we will get so accustomed to doing the same things in the same way that all the heart is taken out of us and we make no appreciable headway. The only way by which we can clear our vision satisfactorily is by getting new ideas, and to do this it is often necessary that we must alter our viewpoint in many important ways. It does us good to leave the ruts we have been following day in and day out through a long period of monotonous endeavor, and, striking out for ourselves, dare new adventures and earn new experiences. It does us good also

to see what others are doing out in the world while we have been sitting by absorbed in our own interests and clinging to a viewpoint at once narrow and selfish.

Continued on page 22.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

HELP WANTED.

MANAGER AND BUYER FOR HOUSEFURNISHINGS.— L. BAMBERGER & CO., Newark, N. J., require a manager and buyer for their housefurnishing department. Applications will be considered only from those who have had previous experience in the same capacity in a large and successful department. Apply in writing, stating experience, to L. BAMBERGER & Co., care of W. G. B.

WANTED—A first-class engraver for heraldic work. Address A 166, this office.

SITUATIONS WANTED.

CHINA and glassware salesman of wide experience wishes to connect with first-class house looking for a good road man for the Middle West, West and South. Address A 165, this office.

ESTABLISHED 1888.

Demorest & Co.,

156 Fifth Avenue, New York,

REPRESENTING

Co-Operative Flint Glass Co.

.... AND

Industrial Glass Co.

Cake Salvers, Fish Globes and Tanks.

Soda Fountain Glassware.

Crystal and Opal Goods of all kinds.

Blown Jugs and Tankards in large variety.

Candy Jars, Bird Baths and Seed Cups.

Blown Tumblers of all descriptions.

PROMPT DELIVERIES.

Theodore Haviland

Limoges.
FRANCE.

THEODORE HAVILAND & CO

200 FIFTH AVENUE



NEW YORK



THE FIFTH AVENUE BUILDING

SUITE 316



MADISON SQUARE



We cannot afford to live to ourselves, following our own will in all essential matters and disregarding the results accomplished by others. Indeed, it is doubtful whether many of us who are content to live to ourselves ever have the opportunity of approaching the good that is being done out in a world in which we have no part. We do not know how wide a world it is, nor how full of glorious opportunities for those who are willing to pay the price in hard labor and cruel disappointments. But if we continue to live to ourselves we must necessarily deteriorate. It is the elbow touch that puts life into our hearts and gives us the will and the desire to strike out for ourselves, far removed from the deep and narrow ruts in which we have been prisoners for so long a time.

New ways are constantly superseding old ways; and new conditions cannot be met with old methods. Either a man must be willing to barely make a living, and even then a precarious one at best, or he must keep abreast of the times, paying all the penalties which such a feat too often exacts.

It is because it is easiest to follow the line of least resistance that so many make failures where successes could have been won. It may be very tempting to follow such lines when they happen to fall in pleasant places, even though we know that such conditions will not last forever. Such conduct, however, savors rather of moral weakness than of moral strength, because it seems to demonstrate a disposition to follow meekly in the path of others rather than to blaze new trials.

It is the red-blooded man that counts in the workaday world now, the man who is not afraid of hard work nor of the penalties it imposes; the man who dares to live his own life to the best of his ability rather than to remain crushed under the weight of those who rise above him. Yet such action is not easy. Too often it spells only failure at first, and failure is an obstacle which is popularly supposed impossible to overcome. It is better, however, to risk failure, even though it sap our courage, than to be content to live on from day to day, going around in circles, as it were, doing nothing worth while, getting nowhere, and after a while deteriorating beyond redemption.

Environment has a great deal more to do with a person's success than is generally believed. If his surroundings are not conducive to happiness, or if they are more or less a source of irritation, or if they lack the power of inspiration, it goes without saying that he cannot accomplish good work. A change of environment, if possible, in such conditions brings with it new life, new hopes, fresh ambitions, all of which combine to make life a different proposition from what it has been. There are instances, however, where such a change is impossible; but, even so, a different viewpoint may be obtained if the necessary effort is made.

There is nothing like a change of occupation, or a change of friendly intercourse, to make us see things in a different way. It is good to keep in touch with those forces which are most progressive and at the same time most inspiring in the community in which we live.

J. A. WHALEY & COMPANY,

MANUFACTURERS,

118-120 FIFTH AVENUE,

NEW YORK.

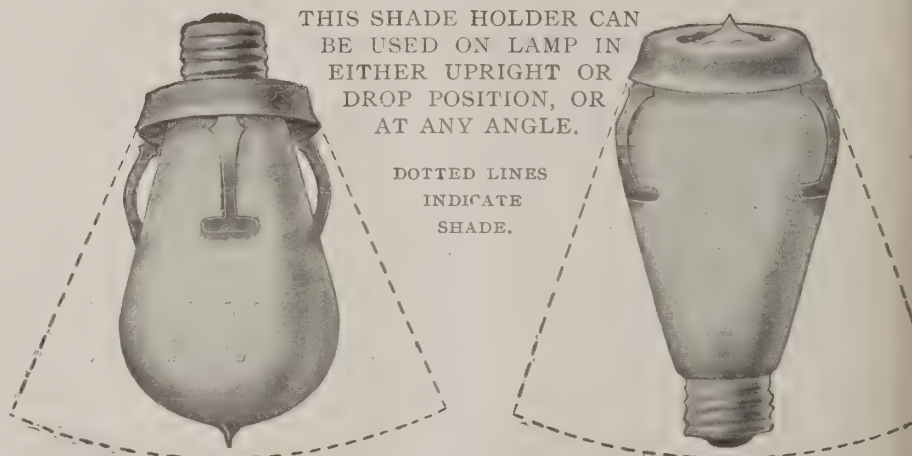
ILLUSTRATION SHOWS OUR No. 8 SHADE HOLDER FOR SILK, METAL, GLASS OR LINEN SHADES WITH TWO-INCH OPENING.

MADE IN BRASS FINISH ONLY.

PACKED HALF GROSS TO CARTON.

WRITE TO-DAY FOR PRICE.

PROMPT SHIPMENT.



Each Cup bears fac-simile of this label.

SERVICE LOVING CUP.

AN ITEM THAT SPEAKS FOR ITSELF.

The Cup is Silver-Plated and mounted on an Ebonized base; the Flag is enameled in the nationally-adopted Service Flag colors. Cup is three inches high, including the base, and three and one-quarter inches wide, including the handles.

\$8 Per Dozen.

2 Per Cent Discount.

Send for sample dozen to our factory,
610-618 Broadway, New York.

E & J Bass
MANUFACTURERS

Salesroom, 339 Fifth Avenue

CROCKERY and GLASS JOURNAL

NEW YORK, APRIL 25, 1918.

CONDITION OF TRADE.

It has been a quiet week with importers.

New York Only a few out-of-town visitors have been here, and local buyers have taken scarcely anything. Men on the road have done some business, but in diminishing volume. Mail orders have also been a little less, both in number and amount. Naturally, as the summer season approaches the import business falls off, and it is no different this year from any other, except, perhaps, that the lull comes a little earlier and is a trifle more pronounced.

The domestic pottery situation has improved in the matter of fuel and transportation, though the latter is still far from satisfactory. Shipments West are more frequent than East or North; and Southern deliveries are a little better. But this condition is not stable. Where it is possible to get cars for one section to-day there may be none to-morrow. The last draft has taken a lot of men out of the plants. In one establishment alone nineteen were called last week, and as some of them were skilled workers upon whose product others depended for employment, the shop was demoralized. Cooperage stock is very hard to get, and prices are exorbitant. Orders continue to flow in by every mail, and equal or exceed shipments.

There is brisk demand for some kinds of glassware and little for others. The Prohibition movement is naturally affecting the bar goods trade very materially, and the demand lessens every day. There is a good call for jellies and jars. Soda tumblers have not been

asked for in the volume expected at this season, and jugs are not in demand in any great quantity.

Much to the astonishment of the glass cutters, their product, which should now be in active request, is not avidly called for. Manufacturers of blanks attribute the lack of trade to the flooding of the market last year with cheap cuttings. They say that the people who were in the habit of buying better grades were disgusted at finding that everybody could get what was called cut glass at a low price, and therefore ceased to buy the real article.

Retail trade all over the country is feeling the effect of the Liberty Loan, and until the issue is placed not much of a boom is to be expected. After the campaign is over buyers of the bonds will realize that they are no poorer—that they have simply been investing their money, that they may have more to spend later on. Meanwhile, of course, merchants are doing a little less business. But everybody agrees that the rebound will come, and those who have the best stocks will reap the benefit of their foresight.

East Liverpool and Vicinity

Manufacturing operations in this district during the past fortnight have been anything but favorable, and production has been much below normal. Inability to obtain sufficient gas to fire kilns has been the principal cause. An improvement in shipping is noted, although transportation is not yet

on a satisfactory basis. There is no lack of business. On the contrary, pottery manufacturers are practically "loaded" with orders, the Government having been a heavy buyer of late.

Pittsburgh and vicinity

Favorable business continues to be booked by glass manufacturers on pressed lines, and packers' glassware is in heavy demand, both for immediate and future shipments. An improvement in the lighting glassware business is reported by a number of manufacturers.

FARRELLY GETS A SEND-OFF.

JOHN FARRELLY, who has been with L. Straus & Sons for fourteen years, is now in the army, having been called to Camp Dix this week. On Saturday last, before he left, he was given a luncheon by the force in the store. The ladies of the establishment, headed by Mrs. Smith, decorated one of the lofts with flags and flowers and provided a substantial luncheon, to which a patriotic touch was given by decking each slice of cake with a flag and wrapping the sandwiches in red, white and blue paper. Speeches were made by Lee Kohns, R. E. L. Wells, Mr. Dessau, Leon Sultan and Mr. Friedman. Mr. Farrelly was presented with a fine wrist watch and several keepsakes, and the firm gave him a handsome sum of money.

GERMANS TRY TRADE TRICK.

GERMAN interests, according to apparently authentic information obtained here, have purchased land on the Island of Amager, Copenhagen, Denmark, on which it is proposed to erect factories to finish Dresden china, with the intention of exporting it under the guise of Danish merchandise.

The export trade in German porcelain and pottery as such has been completely crippled by the trade control exercised by the allied Governments, and in addition the Dresden and Meissen porcelain manufacturers are no longer able to get the necessary gold used in the decoration of the china.

It is said that the German Government is anxious to obtain an improvement in German exchange, which might be realized if an export trade in this valuable merchandise were re-established under cover of apparently neutral origin. It is also believed that German china manufacturers, foreseeing unpopularity of goods of German origin after the war, are looking forward to launching their wares under this non-German camouflage. In fact, it is believed by many that some china now coming into this country from Holland is really made in Germany and shipped here under Dutch trade marks.

While the Government cannot protest against the use of German capital in such a venture in neutral territory, it is anxious that the full facts be known and that German enterprise be placed before the rest of the world as such, and not under a disguise. It is understood that an investigation of the situation is being made, as a result of the information received here.

KNOW WITH WHOM YOU DEAL.

A COMPLETE list of firms officially declared of enemy ownership or affiliation with whom citizens of this country may not trade may be had from the War Trade Board, Washington, D. C., and every merchant should write for a copy.

ORIENTAL IMPORTATIONS SUSPENDED.

A NUMBER of the larger firms in this city having extensive interests in Japan and China have suspended all shipments of commodities named on Restricted List No. 1 (toys, Easter novelties, and all goods containing cotton) until such time as it will again be possible to import these various articles.

It was at first believed that orders for goods in the process of manufacture could be cancelled, and, while a great many firms did this, it was finally decided by the larger houses that this policy would cause a severe loss to manufacturers in China and Japan and would possibly create ill feeling against the American importers and the Government on the part of foreign merchants. This plan, however, will mean that the goods consigned to American firms, when completed, must be stored in foreign warehouses at the expense of the merchants in this country.

In the meantime, efforts are being made to secure some modification of the embargo against certain Oriental commodities, and it is hoped that conditions will so improve in relation to the shipping situation that the import embargo against Chinese, Japanese and South American goods will soon be modified, if not entirely lifted.

Little grumbling is heard, however, it being the general opinion that war conditions must be accepted in good part and with an inclination to render every possible aid to the Government officials rather than to do anything in the way of hindering the plans of the War Trade Board. Importers feel that a great crisis in international affairs is pending, and that this is no time to appear selfish or protest against regulations aimed to help the Allied cause.

While the shutting off of Japanese and Chinese trade will cause much hardship, expense and annoyance to many firms in this and other cities, the action of the

War Board officials has brought forth very little complaint. On the other hand, it has been publicly stated by representatives of the Import Bureau of the War Trade Board that importers in the United States are assisting the Government in every way possible, and that in return the regulations are being enforced with a view to causing as little inconvenience and loss as possible.

E. H. PITKIN PASSES AWAY.

E. H. PITKIN, of Pitkin & Brooks, Chicago, died on Tuesday night, aged seventy-one. Mr. Pitkin was one of the old-time jobbers in crockery and glassware, and a leading spirit in the Wholesalers' Association, being one of the "big four" which dominated that organization for many years. He was a very religious man and a strong temperance advocate—carrying his ideas so far that in the early years of his firm's existence it refused to buy or sell bar goods.



E. H. PITKIN.

As a business man Mr. Pitkin was shrewd and aggressive. He was noted as a close buyer, and a large one. Foreseeing the possibilities of the West, he founded the business in Chicago in 1872, and its success shows that he made no mistake when he chose the Windy City as his field of operations. He has outlived nearly all of his earlier associates, for out of the 375 so-called "jobbers" in existence when he started there is scarcely a score alive to-day.

Jules S. Ehrich, head of Ehrich Brothers, at Sixth avenue and Twenty-third street until the firm retired from business in 1911 after an existence of more than a half a century, died April 20 at his home in this city in his sixty-second year.

The house of Ehrich Brothers was founded in 1857 by Rebecca Ehrich in a little store on Eighth avenue. She took her four sons, William, Louis, Samuel and Jules, in business with her. The house prospered, and about twenty-two years before the business was closed moved into its quarters on Sixth avenue. Mrs. Ehrich and her three sons retired from business, Jules buying the interest and becoming sole proprietor.

Mr. Ehrich had one of the best collections of carved ivories in the country. He had a large hunting lodge in the Adirondacks, standing on a tract of 30,000 acres, and a salmon fishing place on the banks of the Restigouche River, in the Province of Quebec.

Mrs. Judith Reizenstein, fifty-seven years old, widow of Isidor Reizenstein, son of C. Reizenstein, and formerly connected with him in the china business in Pittsburgh, died April 18.

John S. Giles, well known in former years as a manufacturer of fruit jars at Bowling Green, O., Red Key and Upland, Ind., died recently at his home in La Grange, Ill. He was a pioneer in the introduction of the vacuum sealed jar, both for packers' and domestic use. After discontinuing the manufacture of jars at Upland as the Safe Glass Co., he specialized in the manufacture of caps for jars and tumblers under the names of the Hermetic Closure Co. and Phoenix Hermetic Co. of both Chicago and New York. On account of declining health, he had not taken an active part in business during the past two years.

LIBERTY DAY PARADE.

THE President having recommended that Friday, April 26, be made a holiday for a special drive on the Third Liberty Loan, Gov. Whitman issued a proclamation calling all citizens to observe the day.

Mayor Hyland has invited the mayors of all the municipalities in the State to come to New York to join in a parade, in which the Liberty Loan committee will marshal the ninety different business organizations.

Wm. S. Pitcairn will lead the twenty-three members of the crockery division (that being the number allotted to each trade—no more, no less).

The chairmen of each of the branches of the crockery, glass and allied trades will assemble at Ninth street and Fifth avenue at 1:30 p.m.

The line of march will be up Fifth avenue from Washington Square to Fifty-ninth street.

AT CHICAGO.

TRADE has been satisfactory during the past week. Shipments from the East are improving, and this is doing a great deal to help out the general situation. The demand still continues better for staple than for ornamental goods, although a certain amount of the latter variety is moving.

The sale of Liberty Bonds to members of the crockery and glass trade continued on a heavier basis last week. P. A. Coleman, of the Burley & Tyrrell Co., head of the subdivision which includes crockery and glassware, expects to be able to announce the total amount subscribed by the trade in a few days.

Earl W. Newton is back in the city after having spent a week in calling on the trade in Northwestern territory.

Lewis H. Simpson & Co. have moved to the third floor of the Shops Building.

Tom Butcher, of the Central Glass Works, Wheeling, W. Va., was in the city last week.

Tom Reid, of the Guernsey Earthenware Co., has departed after exhibiting his samples at the Palmer House.

The toy exposition which has been in progress at the New Morrison Hotel and the Palmer House for several weeks past came to a close this week. It was one of the best and most profitable ever held. The buying of American dolls was the outstanding feature.

The Crooksville China Co. moved its Chicago office last week from 136 W. Lake street to room 591 in the Palmer House.

George H. Bowman, of George H. Bowman & Co., Cleveland, was a visitor in the city during the week.

Bar glassware sales have received another blow as the result of the passage of the anti-cabaret ordinance here this week. The ordinance divorces all entertainment, other than orchestras, from places where liquor is sold.

The Picard Studios, decorators of fine china in Ravenswood, have recently made some extensive additions to their equipment which will result in increased production.

The Fair department store has purchased the entire stock of Moeller Bros., Milwaukee avenue and

Paulina street, including a large assortment of china and glassware, and placed it on sale. The Moeller brothers are both of military age, and are going into the army.

W. H. Nieman, buyer of crockery and glassware from Wichita, Kan., was in the city during the week placing orders.

H. R. Wyllie, of the H. R. Wyllie China Co., paid the city a visit last week.

Sam Natkin, buyer for the Fair, has added several more tables to the cut glass department in order to secure a larger display of patterns.

SODA WATER FOR THE BOYS IN FRANCE.

AS the outcome of a suggestion made by Paul Haviland, of Haviland & Co., to Lee Schoenthal, buyer for Gimbel Bros., on his last trip to Europe, the latter, in conjunction with Justin Tharaud, has started a fund to buy a soda fountain to be placed at the American Base Hospital in Limoges. The average American's taste for soda water is well known, and the pleasure and refreshment this will afford the soldiers will be great, for soda fountains are almost unknown in France, there probably being not more than two or three in the whole country. Mr. Tharaud has thus far collected \$246 towards the \$350 needed. Anyone wishing to contribute should mail cheque to him at 25 West Broadway.

Contributors to date follow:

O Kopel.....	\$15.00	Wm Junor.....	\$ 5.00
John Nixon.....	5.00	Chas Vogt.....	5.00
W S Pitcairn....	50.00	H C Kupper.....	20.00
J J Temple.....	25.00	A G Moment....	5.00
F S Warrin.....	5.00	John J Miller....	5.00
W E Nye.....	5.00	H Bedlington....	2.50
Henry Shirley....	5.00	F Desmaison....	2.50
John Davison....	20.00	J Tharaud.....	5.00
J W French....	10.00	A Walter.....	2.00
Higgins & Seiter..	10 00	H Clark.....	2.00
L Reizenstein....	5.00	E Torlotting....	2.00
C Robinson.....	5.00	Lee Schoenthal ..	10.00
Wm Handel.....	5.00	Edmondson Warrin	5.00
B Rosenfeld.....	10.00		
			<hr/> \$246.00

THOSE JAPANESE SHIPS.

NEGOTIATIONS which have been in progress for some time have been concluded and the United States will get from Japan sixty-six ships, with a tonnage of 514,000 dead weight. Deliveries will begin at once, and continue until June, 1919. Some of these vessels are not yet built, but all must be completed in the time set.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Three buildings of the Tarentum Glass Co., at Brackenridge, Pa., just north of here, were destroyed by fire early last Friday morning, causing a loss estimated at over \$200,000. Its origin has not been determined. The place is without sufficient water supply, and although fire companies from Tarentum and Natrona, nearby towns, responded to the call for aid, only one small building of the plant was saved. On account of being unable to ship promptly the company had a large amount of finished glassware on hand, together with much packed ready for shipment, and all was of course destroyed. The loss is partially covered by insurance. The firm has been making a general line of pressed ware, and has also of late been very active in the lighting glass business.

Walter Plant, manager of the Ft. Pitt Hotel for many years, has resigned and returned to New York. He took a great interest in the annual pottery and glass expositions here, and is well known to many glass and pottery salesmen.

When the judges of the License Court here handed down the 1918 liquor license list a few days ago it was a great surprise to find that the Colonial-Annex Hotel had been refused a license for the current year. Many import salesmen make this house their headquarters, and after May 1 those who may feel the need of an occasional bracer will have to go elsewhere. The former Lincoln Hotel, now known as the Chatham, and under the management of Brown Stahl, formerly assistant manager of the Ft. Pitt Hotel, and which has been "dry" for a year, was granted a license.

President Marion G. Bryce and Treasurer Ernest Nickel, of the United States Glass Co., have returned from a trip among the Western plants of the company.

The A. C. McClurg Co., of Chicago, will make this city a permanent branch jobbing point hereafter, having leased for a term of five years one-half of the fifth floor of the Century Building. This building already contains the local office and salesrooms of Kinney & Levan,

Cleveland, and also the city sales offices and sample rooms of the Pittsburgh Lamp, Brass and Glass Co. Novelties will be featured by the McClurg Co.

The second largest mirror lens in the world has just been completed here in the workshop of Dr. John A. Brashear and shipped to the Dominion Astronomical Observatory, Victoria, B. C. The lens is seventy-three inches in diameter, and the grinding and polishing occupied three and a half years. This piece of glass, which weighs two and a quarter tons, was made in Belgium. It left Antwerp one week before war was declared, arriving here in August, 1914.

Among visiting buyers of late were Mr. Percy, for Dobbs & Wey Co., Atlanta, Ga., and N. L. Clark, for Lipman, Wolf & Co., Portland, Ore.

While the glass manufacturers are receiving sand in more liberal quantities, the delivery of raw materials in general is not yet on a normal basis. In the West Virginia sand belt more or less trouble exists in obtaining freight cars.

Traffic managers of glass plants say that the trouble in securing cars for bulk loading lies in the congested conditions at terminal transfer platforms. The railroads are unable to obtain sufficient help to handle the freight, which is received faster than it can be worked over. This in turn holds up cars, and also causes delay in forwarding shipments from one road to another.

Favorable orders continue to be received for blanks for cutting. This branch is holding up better than manufacturers anticipated it would for this season of the year, and taking into consideration existing conditions.

Reports continue to be heard concerning the shortage of labor in glass factories. The next draft call will take still others from the ranks.

George E. Moore, one of the oldest glass manufacturers in the country, died here recently. His first connection was with the old A. and D. H. Chambers Glass

Co., and later with the Chambers & McKee Glass Co. He built the first glass plant in Jeannette, Pa.

Popular-priced portables are in good request, advance orders on these lines being particularly heavy.

The Hazel-Atlas Glass Co., Wheeling, W. Va., paid a two per cent cash dividend April 20. This stock is one of the highest quoted on the Wheeling Stock Exchange, the last sale being reported at 175.

Frederick C. Riggs, well known to the salesmen as chief clerk of the Colonial Annex Hotel for many years, has been appointed manager of the William Penn Hotel here. He first started in the hotel business here as room clerk in the old St. Charles.

CLAY-BURNING WITH PRODUCER GAS.

THE making of producer gas is strictly a chemical process. In order to understand the source from which the various gases in the mixture are derived and their method of formation the following simple explanation of the chemical reaction is given:

After the fire has been started on the cinder bed of the gas producer and is in proper condition to receive coal for making gas, and vent door has been closed, air is blown through this incandescent fuel bed from below or through the cinder bed. This air for combustion is composed of two simple elements—nitrogen, four-fifths, and oxygen, one-fifth, compose the total volume. This air in the presence of the carbon of the coal is broken up into its two elements, and the nitrogen passes through the fuel and without change appears in the producer gas mixture. This nitrogen is non-combustible—therefore, will not burn and only dilutes the combustible gases. It cannot be eliminated; consequently all producer gas contains a large percentage of it.

The oxygen of the air, having a strong affinity for the carbon of the coal, unites with it and forms what is known as carbon dioxide. This gas will not burn, and the appearance of it in the producer gas indicates poor, weak or lean gas, and improper operation of the producer. As this carbon-dioxide, which is formed in the lower combustion zone, passes up through the less highly heated coal above, it absorbs from this layer a particle of carbon, and its nature is changed by this absorption. Here it changes from carbon-dioxide to carbon-monoxide. This gas is combustible, and one of the component parts most to be desired in producer gas.

It has been found necessary to inject steam along with the air into the producer in order that the heat may be kept low and the formation of carbon dioxide prevented. The steam serves a second purpose, for a portion of it, coming in contact with the highly incandescent fuel bed, is broken up into its two constituents,

oxygen and hydrogen, and the hydrogen without further change passes on and is found in the producer gas mixture. Hydrogen is combustible and adds value to the producer gas. The oxygen of the steam unites with particles of carbon and appears in the mixture as carbon monoxide. The volatile gases are also driven off from the freshly supplied coal by the heat below, and these in turn occur in the producer gas.

This, then, is briefly the chemistry of the process, and the qualities which are most to be desired are a small volume of carbon dioxide and nitrogen, and large volumes of carbon monoxide, hydrogen and volatile gases of coal. Of the total mixture of producer gas only about fifty per cent is combustible. The heat value of raw producer gas is approximately 150 B. T. U. per cubic foot. Producer gas contains all the elements of the coal, and, therefore, temperatures equal to those secured from coal may be obtained from it by proper application.

The gas producer is not new; it is an old apparatus well established in the industries during the past fifty years. There are now many types of them in common use in many different lines of industry, among which are glass making, the burning of clay products, etc. The types of producers used in these industries are practically the same in all and are known as water-sealed, steam-blown pressure producers. These are mostly cylindrical in form, made of sheet steel, lined with fire brick, and with some cast iron parts make up the whole machine. They are from six to ten and a half feet in diameter and from eight to twelve feet high.

Another form of producer is rectangular, constructed almost entirely of brick except the hoppers, tuyeres, poke holes, and bracing of light angles, channels and "I" beams. This producer is also water-sealed, steam-blown and operated under pressure. This type recommends itself strongly by its low cost of construction and high efficiency for producer gas of high heat value. The capacity of gas producers is based on the area of the fuel bed and estimated to gasify the coal at eight to twelve pounds per square foot per hour. The character of the coal and the quality of the gas desired fix the rate of gasification. In the clay industry we want low steam pressure, low temperature in the producer, making a heavy, rich, golden-yellow gas. The dark-colored gas is inclined to deposit soot in the tunnels, burn with a short flame, causing a high local heat, while the yellow gas deposits little soot and will readily burn with a very long flame, reaching far into the kiln beyond the point of introduction. The rate of coal consumption per square foot per hour will be lower when making yellow gas than when making dark gas; therefore more producer area must be provided when making yellow gas. This gas will contain less carbon dioxide, hence it will have a higher heat value and prove more economical.

The burning of all clay products is purely a heating proposition, and the kilns, as a whole, are the

furnaces in which the ware is burned. The greatest essential feature to be desired in a kiln or furnace of this character is the uniform distribution of the heat and the economical use of the fuel applied to secure the desired temperature. The Manufacturers Equipment Co., Dayton, O., claim that the Underwood producer system produces a more nearly perfect distribution of the heat and a more economical application of the fuel than has ever been attained in any other method of burning periodic kilns.

The gas producers used with this system are of the type known as pressure producers, steam-blown and water-sealed. They may be hand-stoked or mechanically fed and stoked. The number and size of producers in any installation will depend on the daily capacity of the plant and the amount of coal required to burn the ware at the desired temperature. The gas off-takes from the producers connect direct with the main gas tunnel, which is constructed of brick, and is located entirely below the surface of the ground and extends from the producers to points near each kiln. Kiln gas tunnels are provided for the kiln, two being required for each rectangular kiln and one for each round kiln, the latter being built entirely around the kiln, except where the draft flues lead to the kiln stacks.

Special patented producer gas burners connect the kiln gas tunnels with the furnaces on each kiln. The producers deliver the gas to these tunnels under sufficient pressure to force the gas to each burner in any desired quantity. These burners have controlling valves for the regulation of the gas flow into the furnaces. They are built into the furnaces so as to prevent the flow of free air into them.

In order to supply air to the burners for the combustion of the gas, an air fan and air pipes are provided for the delivery of the air to the burners under pressure somewhat higher than the gas pressure. The air fan is located preferably near the gas producers and may be driven by steam or electric power. In connection with the gas producers there is a regulating valve in the steam line which controls the steam at a uniform pressure. This steam regulation valve enables the operator to control with ease the rate of gasification of the coal, the quantity of the gas and its pressure in the gas tunnels.

It is desirable to locate the producers at a point as near to all kilns as is possible, to prevent loss of the sensible heat of the gas; but since all gas tunnels for this system are made of brick and placed underground, very little heat is lost by radiation in regular or continuous operation. That the air fan may be given operative attention, it should be located near the producers where the men operating them give it necessary care.

During the water smoking period there is created a condition in the kiln entirely different from that obtained in any direct firing process. Both the gas and air being forced into the kiln by mechanical means, and the kiln being sealed against the flow of free air into it,

there is created within the kiln a pressure greater than the outside atmospheric pressure, and by this means all draft lines within the kiln are destroyed and the heat generated is distributed evenly throughout the entire space in the kiln. When the temperature is high enough to cause rapid evaporation of the water, sufficient air is forced into the kiln to carry it off much faster than is possible with any natural or induced draft conditions. This method of water smoking has demonstrated that time has been reduced more than half over old methods.

The temperature during the burning must be and is advanced very rapidly until shrinkage of the ware begins to take place, and from this point to the end of the burn the temperature is held with but very little increase until the finish. During the burning period the excess air is cut down to just what is required for the perfect combustion of the gas, which results in a great saving of fuel. This condition of preventing excess air entering the kiln during the burning period is a feature of burning clay ware that cannot be accomplished while burning coal, wood, oil or natural gas, where stack draft or induced draft controls the burning.

The claims for the Underwood system as to burning in a shorter period of time and using a less amount of coal and a more uniformly-burned product are said to have been fully demonstrated in the many installations which have been made. The saving in fuel has been shown to run from thirty to sixty per cent, and the time-saving runs from thirty to fifty per cent, with a gain of ten to fifteen per cent of better-burned ware.

It is interesting to note that little, if any, repairs are needed to the furnace or other parts of the kiln, which is due to the fact that producer gas does not develop a high local heat in the furnaces, but burns with a long flame in the interior of the kiln among the ware. This feature represents a great saving in the kiln-repair account.

HONOR THE MACY FIGHTERS.

A BRONZE tablet, the gift of the Macy Men's Club, was presented to the employees of R. H. Macy & Co. last Saturday evening in honor of their co-workers who have entered the service of the country. The tablet is symbolical of the different branches of service which the ex-employees have entered, and bears the following inscription:

THE WORLD WAR.

We honor those who do us honor. In this metal we inscribe our humble expression of appreciation to those of our co-workers who have gone to defend a principle and bring peace to a stricken world.

The tablet has been placed in the vestibule of the Thirty-fourth street entrance, facing the tablet in memory of Mr. and Mrs. Isidor Straus.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

WHITTEMORE & JAKUES, INC.,

92 West Broadway, New York.

EDITORIAL ROOMS:
TEL. 5092 BARCLAY.

MECHANICAL DEPT:
TEL. 5086 BARCLAY.

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Canada.....	3.00
All other foreign countries in the postal union	4.50
Single copies.....	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, APRIL 25, 1918.

IF you haven't bought your bond, do it now! Don't wait until to-morrow! "Yours not to do and die; yours but to go and buy!"

CONTRIBUTIONS to the Third Liberty Loan by the crockery, glass and allied trades up to Wednesday night totalled \$495,500. There has been a good gain this week, but so far the amount is only about half the total raised for the second loan. Speed up!

BUYERS MUST BE REASONABLE.

IF retailers knew the troubles potters are having they would be more lenient, and stop writing nasty letters. The manufacturers are hampered in many ways. They have difficulty in getting raw materials and fuel, and are very short of both skilled workmen and common laborers. Everything they use costs more, and just now it is almost impossible to get lumber for packing purposes. Our East Liverpool correspondent cites an instance showing how, owing to conditions, loss is sustained in the packing department.

A short time ago a firm having large orders with one of the potters—some dating back for months—wrote asking if some effort could not be made to forward the goods. The potter replied that he had no control over the railroads, and, further, that owing to the shortage of gas, particularly just then, when the plant was completely shut down for lack of it, it was impossible to turn

out goods faster than he was doing. To which the customer replied: "Isn't it about time you found some new excuse? You have worked that gas racket about long enough."

From personal knowledge the writer can safely assert that there is not a potter in this country who is not doing his best, and is just as unhappy as his customer that he cannot do more. They are practically at their wits end because of the conditions. One of them said recently that he felt like "closing down the whole blooming plant and clearing out until after the war."

Last week we chronicled the fact that a Government order for 3,000,000 pieces of vitrified ware, valued at \$1,000,000, for the use of the army, had been received by our manufacturers. Now it is rumored that the Government is, or soon will be, in the market for a large supply of semi-porcelain for the navy. The demands on the potteries are growing so great that it is becoming more and more difficult for them to supply regular commercial needs.

The potters are turning down business every day which they could have at largely-increased prices if they were not playing fair with the orders they have on hand. Letters are received and personal applications made daily offering more than regular rates. On Monday of last week one visitor offered \$1.50 net per dozen for teas in any amount up to 10,000 dozen, and three letters containing the same offer were received. That very day one of the recipients was shipping teas on an order taken months ago at less than a dollar a dozen. And the same is true of other items. Every potter could sell every dollar's worth of ware coming through the kilns at an increase of twenty-five per cent, and get his cash in advance.

It is no use to "knock." Everyone is doing his best.

PERSONAL.

IN the reorganization of the Robichek Co., Inc., lamp manufacturers effected this week, H. Ungar, formerly head of H. Ungar, jobbers of toys, sporting goods, etc., has become financially interested and has been made vice-president and treasurer of the concern. He has a successful record in the business world, and expects to inaugurate the same methods with the Robichek Co. that proved so satisfactory in his own business. H. S. Peron, who has been with the concern for some months past, will be no longer connected with the company.



John J. Miller, of Maddock & Miller, returned on Tuesday from Anniston, Ala., where he had gone to see his son Donald, who holds a quartermaster sergeant's commission. The young man has been ordered to another camp, and under the rules gets a ten days'

furlough, which he will spend here. "Don" is a bright fellow, and, as prophesied, is making good.



Egbert Marratt, for the past ten years with the New York office of the Bradley & Hubbard Mfg. Co., donned a naval uniform on Tuesday of this week. He began with the concern in a minor capacity and worked up to be a salesman. He is a bright young fellow, and will be missed by his associates.



Frank D. Van Arsdale, formerly with Bradley & Hubbard Mfg. Co., and later with L. S. Ayres, Indianapolis, left this week for France as assistant to one of the chief officers of the Y. M. C. A.



W. O. Coleman, president of the Burley & Tyrrell Co., Chicago, arrived in town on Tuesday for a short stay.



M. W. Gleason, president of the Association of Flint and Lime Glass Manufacturers, has gone South for a short vacation. When he left he had no particular place in view, but would make up his mind while en route to Pittsburgh.



E. L. Van Buskirk has a record of 100 per cent in collecting subscriptions for the Third Liberty Loan. He has corralled every individual in Morimura Bros., for which he received a letter of congratulation from the Loan Committee.



Among the few buyers arriving this week was N. L. Clark, with Lipman, Wolfe & Co., Portland, Ore. During his stay here, which will be for several days yet, he will be a busy man, for, besides china, glassware and housefurnishings, he also buys lamps, silverware and art goods. He is registered at the Latham.



E. P. Judge, of the National China Co., Salineville, O., spent the latter half of last week in New York, his principal mission being to talk over business matters with H. Benedikt, the factory's local representative. He left here for a visit to Boston before returning home.



Joe Bason, buyer for Wise, Smith & Co., Hartford, Conn., who spent Tuesday and Wednesday in town placing orders, has taken on so much weight of late that he could easily qualify in a fat men's race. He evidently is not worried over business.



Word comes from the Pacific Importing Co., Seattle, that J. Winkler, who left New York a short time ago to answer the draft call in that city, and incidentally to

take unto himself a wife, has been appointed merchandise manager for the concern, and consequently will remain at headquarters there, instead of returning to New York. The wedding will take place in Portland, Ore., next Sunday, and after a honeymoon trip to Vancouver, B. C., the couple will make their home in Seattle. The New York office will hereafter be in sole charge of G. M. Lowman.



Alexander Fraser, traveling man for the Beaver Valley Glass Co. (better known to the trade, perhaps, as "Sandy"), was a welcome week-end visitor in New York last week as the guest of Frederick Skelton, local representative of the concern.



Ensign John Guild Muirheid, who has been at Annapolis since last fall undergoing a course in higher naval training, gave his father, Harry P. Muirheid, a pleasant surprise when he arrived home last Saturday on a week-end leave. He is a graduate of Princeton, and has made an excellent record since entering the service.



Maurice Caro, of the Mitchell, Woodbury Co., Boston, left for home Wednesday night after spending several days here.



Other buyers in town were H. L. Gaerhardt, for Wyman, Partridge & Co., Minneapolis; C. Herman, for A. Eisenberg, Baltimore; A. B. Smith, for L. J. Sherwood Co., Caribou, Me.; M. Alperin, for the Fair, Memphis, Tenn.; H. Cole, for Wilmington (N. C.) Furniture Co.; E. Reese, of Reese's Bazaar, Wilkesbarre, Pa.; H. E. Griffith, for Federman Department Store, Akron, O.; P. O. Fries, for Erie Dry Goods Co., Erie, Pa.

BOOMING WAR SAVINGS STAMPS.

THE crockery, glass and allied trades division of the War Saving Stamps Committee met at 51 Chambers street on Wednesday afternoon, with Lee Kohns in the chair. Among those present were Walter E. Strobel, of the Strobel & Wilken Co.; Frank Ruhe, of Fensterer & Ruhe; Ed. Craig, of the United States Glass Co., Mr. June, with Ed. Boote; John Nixon; Mr. Panzer, with M. Grappe & Sons; Mr. Eze, with Higgins & Seiter; Mr. Sherman, with the Pairpoint Corporation; Mr. Schmidt, with B. Illfelder & Co.; W. Q. Wilcox, with W. S. Pitcairn Corporation; J. E. Miller, with E. B. Dickinson.

Mr. Kohns announced that the 131 selling agencies had so far disposed of \$70,000 worth of stamps. This was not enough, and he urged the various committees

to do better. He said that the date originally set for the beginning of the big drive had been set forward to May 6, so as not to interfere with the Liberty Loan drive. He asked if anyone had any suggestions to offer whereby more stamps could be sold.

Mr. Eze explained how Higgins & Seiter worked to effect sales, and a resolution was passed that customers be asked to take stamps in change and also requested to buy others.

Mr. Strobel said his firm had a box where people dropped their money, and every night this was taken out and added to the total.

A device for selling stamps automatically—a sort of “quarter-in-the-slot machine”—was shown and its workings explained. These machines could be rented at one dollar a month on a ten months’ contract, and they appeared to be such good things that Mr. Kohns at once ordered three of them.

J. J. Driscoll, of the main committee, stated that Saving Stamps Societies were being formed, and distributed application cards for membership and literature explaining the methods of establishing the societies.

SALE OF GREENHUT FIXTURES.

THE fixtures and equipment of Greenhut’s will be sold at auction in the store building, beginning on Wednesday, May 8, at 10 a.m. Included in the sale will be the bronze statue which formed the central feature of the well-known fountain. The fixtures represent an original investment of about \$600,000.

GILBERT S. PITCAIRN WEDS.

A PRETTY wedding occurred at Sherry’s on Saturday night when Eesign Gilbert L. Pitcairn, son of Wm. S. Pitcairn, married Miss Juanita De Gau Riva, daughter of Mrs. Grace R. Riva, of this city. The young people had been engaged for some time, and the day had been set for early June; but last week the young man received others indicating that he would be sent to France in the very near future, and it was decided to hasten the ceremony.

Although the number of guests was limited to about fifty, the whole of one of the floors at Sherry’s, beautifully decorated, was placed at their disposal. They were all near relatives of the bride and groom. Owing to the prominence of the parties it was impossible to give a large wedding. Had only a part of their numerous friends been invited, the whole of Sherry’s establishment would not contain them.

Four of Mr. Pitcairn’s Princeton classmates attended in khaki, and eight of his shipmates in blue. He, too, was in uniform.

The bride was handsomely gowned, and looked very attractive.

Supper was served in the best style of the house, and the happy couple left at eleven o’clock on Sunday for Annapolis.

TWELVE THINGS TO REMEMBER.

- The value of time.
- The pleasure of working.
- The dignity of simplicity.
- The worth of character.
- The influence of example.
- The power of kindness.
- The obligation of duty.
- The wisdom of economy.
- The virtue of patience.
- The success of perseverance.
- The improvement of talent.
- The joy of originating.

—MARSHALL FIELD.

NORWEGIAN MARKET FOR LIGHTING FIXTURES.

THE natural resources of Norway have a strong bearing on its market for electrical fixtures. Water power is abundant, and practically all city houses are wired for electricity. The possibilities for the sale of American-made electrical fixtures are encouraging. Some years ago the United States supplied a large percentage of Norway’s demand for articles of this character. Because of Germany’s proximity, cheaper transportation charges and cheaper labor, that country was able in the course of time to flood this market with electrical goods which, while perhaps not equaling the American product in quality, were offered at a lower figure and hence gradually supplanted the latter. Now, however, Germany needs for military purposes most of the raw materials required in the manufacture of electrical fixtures, and Norway is no longer able to supply its demands from the former source. As a result there is a great demand for these goods.

The Norwegian taste inclines toward rather heavy designs in the way of table and desk lamps, a very good seller now on the market being a stand of beaten copper of artistic pretensions. The shade itself is generally of white glass with perhaps a hanging fringe of colored glass beads forming a short curtain around the edge. Indirect lighting is also widely used, both in offices and in dwellings.

In view of the vast extent to which electricity is used, the small domestic production of electrical fixtures and the difficulties attending their importation from Germany and other sources of supply, the American manufacturer would do well to consider this field for his products.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity That loss is still being sustained on the cost of packing and packages, even at the new package charge list, is shown by the following detailed statement of one small pottery in this locality for the month of March :

Charges to customers for packages and car packing.....	\$1,141.55
Costs of packages, material and labor.	
Cooperage account.....	\$675 40
Straw.....	224 40
Lumber.....	10 00
Wages of packers.....	189 70
Nails, hauling and incidentals.	50 60
	<hr/> 1,150.20
Net loss	\$8.65

And this notwithstanding the fact that the prices on packages were advanced March 1.

The shortage of gas in the potteries hereabouts at this season of the year is a new experience for manufacturers. At times the pressure in the early part of the day has been ample, but a few hours later has been reduced to almost nothing. It is believed that this loss in pressure is due to the fact that the supply is being diverted elsewhere. Very little satisfaction concerning the future can be had from the officials of the company supplying gas for industrial purposes in this territory. What the manufacturers would like to know is whether or not they are to be given service. If not, they will make other arrangements to secure the regular firing of kilns.

Among buyers here of late were N. L. Clark, for Lipman, Wolf & Co., Portland, Ore.; Morris Bergman, New York; Mr. Shoup, of Regnier & Shoup Crockery Co., St. Joseph, Mo.; Mr. Levy, of Levy Bros. China Co., Brooklyn, N. Y.

A number of local pottery manufacturers have left their desks and are working like Trojans in the interest of the Third Liberty Loan. W. E. Wells, of the Homer Laughlin China Co., has been active in the speaking

campaign, while Robert T. Hall, of the Hall China Co., has been out taking subscriptions. Patrick McNicol, of the Standard Pottery Co., and E. M. Knowles, of the Knowles China Co., have been doing active work in the new War Chest campaign. Mr. Knowles has also been exceptionally active in the work of the Red Cross.

While there has always been a heavy demand for teas, the call is now louder than ever. One buyer in the market of late wanted nothing else.

The embargo on sending bulk cars into the Baltimore district continues. Less than carlot freight is being accepted, although subject to delay in transit. A large amount of finished pottery, some of which was ready for shipment as far back as December, is being held in warehouses here awaiting the lifting of the ban.

A shortage of packers is now reported. The draft has taken a lot, and others have left to take up different work. Efforts to secure packers from large cities have not met with much success.

Two additional kilns are being erected at the plant of the Shenango China Co., at New Castle, Pa., to take care of a Government order.

Tiltonville, O., the smallest pottery town in this State, has the distinction of flying the first honor flag awarded in Belmont County. Wellsville, O., where four potteries are located, was the first in Columbiana County to be awarded an honor flag.

John B. MacDonald, secretary and manager of sales for the Knowles, Taylor & Knowles Pottery Co., left last Thursday night for a Southern trip which took him into Florida. He will be gone about two weeks.

Plans for putting the former Chelsea Pottery plant at New Cumberland, W. Va., into condition for manufacturing hotel ware are progressing under the direc-

tion of C. L. Gray. The buildings have been occupied for the past year or so by the Clay Casting Co., manufacturing cereal sets. It is possible that the plant will be started within sixty days.

* *

By June 1 operations will start in the new plant of the Bedford (O.) China Co., now rapidly approaching completion. This concern will produce only white ware for the time being. The most modern appliances will be used, such as continuous kilns and up-to-date clay shop machinery. Cleveland interests are back of the enterprise.

* *

Not so long ago there was a sharp advance in nails, and it may be that another is coming soon. At any rate, the American Steel & Wire Co. has sent out notices to pottery manufacturers asking them to anticipate their requirements for the second quarter of the year.

* *

Some idea of the popularity of the "Mayflower" pattern made by the E. M. Knowles China Co. may be had when it is stated that the concern has withdrawn two other patterns from the market in order to allow the employment of more men in the production of the "Mayflower." Twenty-one kilns will be devoted to that pattern from now on.

MEETING OF GLASS MEN.

THE regular quarterly meeting of the American Association of Flint and Lime Glass Manufacturers was held in Wheeling, W. Va., last week. Those present were M. W. Gleason, president; Arthur J. Bennett, M. H. Sloan, Ira A. Clark, E. P. Ebberts, Walter McLure, K. A. Rock, W. E. Hunter, Howard S. Evans, E. D. Stone, D. A. Taylor, C. M. Rodefer, R. C. Faris, H. B. Paxton, E. J. Schaub, J. C. Fee, J. E. Sheppard, A. H. Heisey, John Binswanger, Marion G. Bryce, C. N. Blumenauer, Ernest Nickel, D. E. Crane, S. R. Caldwell, Victor G. Wicke, Harry Northwood, A. C. Scroggins, W. A. B. Dalzell, D. N. Baird, and John Kunzler, actuary.

The question of changing the terms, which are now thirty days net with one per cent discount if bills are paid in ten days, came in for a long discussion, which resulted in referring it back to the committee with instructions to report at the annual meeting at Atlantic City in July.

Trade acceptances were considered, and a paper by D. E. Crane, of the Macbeth-Evans Co., evoked hearty applause. Owing to the fact that many of the members had to leave on early trains, the matter was referred to a committee, which will also report at the annual meeting.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—An experienced packer by a crockery importing house. Steady work and good wages. Apply to Geo. F. BASSETT & Co., 74 Park Place, New York.

SITUATIONS WANTED.

CHINA and glassware salesman of wide experience wishes to connect with first-class house looking for a good road man for the Middle West, West and South. Address A 165, this office.

BUSINESS OPPORTUNITIES.

SPACE to lease for housefurnishing goods, crockery and glassware department in a new store now under construction by the leading merchants of a thriving city of thirty thousand inhabitants. A rare opportunity for the right party. Address A 167, this office.

Statement for April 1, 1918, of the ownership, management, etc., of the CROCKERY AND GLASS JOURNAL, published weekly at New York, N. Y., as required by the Act of August 24, 1912.

State of New York, } ss
County of New York. }

Before me, a Notary Public in and for the State and County aforesaid, personally appeared Geo. Whittemore, who, having been duly sworn according to law, deposes and says that he is the editor of the CROCKERY AND GLASS JOURNAL, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in Section 443, Postal Laws and Regulations, to wit:

1. That the names and addresses of the publishers, editor, managing editor and business managers are:

Publishers, Whittemore & Jaques; editor, Geo. Whittemore; managing editor, Geo. M. Jaques; business managers, Whittemore & Jaques, all of 92 West Broadway, N. Y. City.

2. Owners, Geo. Whittemore, Geo. M. Jaques, S. H. Rhodes, all of 92 West Broadway, N. Y. City.

3. Known bondholders, mortgagees, and other security holders, holding one per cent or more of total amount of bonds, mortgages, or other securities, none.

4. That the two paragraphs next above, giving the names of the owners, stockholders and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company, but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association or corporation has any interest, direct or indirect, in the said stock, bonds, or other securities than as so stated by him.

Geo. WHITTEMORE.

Sworn to and subscribed before me this
29th day of March, 1918.

FRED M. HARRIS, Notary Public,
New York County.

(My commission expires March 30, 1920.)

BONITA ART CO.,

"The House of New Ideas."

Cameo Etchings and Coin Gold.

COX & LAFFERTY, Representatives, 1140 Broadway.

Theodore Haviland

Limoges.
FRANCE.

THEODORE HAVILAND & CO

200 FIFTH AVENUE



NEW YORK



THE FIFTH AVENUE BUILDING

SUITE 316



MADISON SQUARE



SALES OF WAR SAVING STAMPS.

THE total sales of War Saving Stamps by the crockery, glass and allied trades to date is as follows:

	War Savings Stamps	Thrift Stamps
J. Wedgwood & Sons.....	22	127
Wimelbacher & Rice.....	8	42
Morimura Bros.....	33	1977
Geo. Borgfeldt & Co.....	173	971
J. H. Venon, Inc.....	6	38
E. T. W. Craig.....	26	487
C. Dorflinger & Sons.....	10	67
K. J. Okajima.....		193
George H. Kamoi.....	8	
Wallach-Behrend Co....	\$126.50	
Tashjian Bros.....		45
Takito, Ogawa & Co.....	302	
W. S. Pitcairn Corporation.	17	407
Le Roy T. Pease.....	24	250
Edward Boote.....	16	368
Marcus Bist.....	\$30.00	\$12.50
B. Shackman & Co.....	10	156
Lowenfels & Co.....	3	351
Chas. M. Levy.....	3	100
Edward B. Dickinson....	7	104
Frank & Danziger, Inc...	9	10
Bryce Bros. Co.....	59	263
A. J. Fondeville & Co....	2	72
E. I. Horsman Co....	45	209
Pairpoint Corporation ...	20	459
Strobel & Wilken Co....	\$1,213.21	
L. Straus & Sons.....	149	374
Lazarus & Rosenfeld.....	95	1240
Herman C. Kupper.....	55	263
B. Illfelder & Co.....	1	37
L D Bloch & Co.....	46	507
Leo Schlesinger Co.....		\$1,513.50
The Herbert Co.....	3	229
Bissell Carpet Sweeper Co	9	60
Empire China Works.....	26	313
B. Strasberger.....	7	8
Ed. Williamson.....		54
Wm. H. Plummer & Co...		21
John Simmons & Co....	20	256
Wm Dougherty.....	9	40
F. A. O. Schwarz.....	23	239
Steinfeld Bros.....	9	35

MEN WANTED FOR EXPORT TRADE OFFICES.

THE Government is looking for men capable of taking charge of branch offices of the Bureau of Foreign and Domestic Commerce located in the principal commercial cities; also men to act as assistants in such offices—the salaries ranging from \$1,800 to \$3,000 for managers and from \$1,200 to \$1,800 for assistants.

Applicants should write at once to the Bureau of Foreign and Domestic Commerce, at Washington, as a non-competitive examination will be held on May 16 in

various parts of the country. Full details will be furnished upon written application to the Bureau.

Applicants will be examined in export-trade technique, promotion of commerce, and economic geography, and credit will be given for knowledge of foreign languages. The examination will be given under the direction of the Civil Service Commission, but communications should be addressed to the Bureau of Foreign and Domestic Commerce.

EXPORTS TO SWEDEN AND HOLLAND.

THE War Trade Board announced last week that the list of commodities which will be considered for exportation to Sweden and Holland as originally made public on February 20, 1918, has been revised and augmented.

Until further notice applications for licenses to export the following articles, among others, to Sweden and European Holland will receive consideration from the Bureau of Exports in Washington, if the necessary import permit has been obtained from the country of destination and the proper supplemental information form is filed with the application: china, glassware, earthenware, and china clay.



Those or your customers who choose

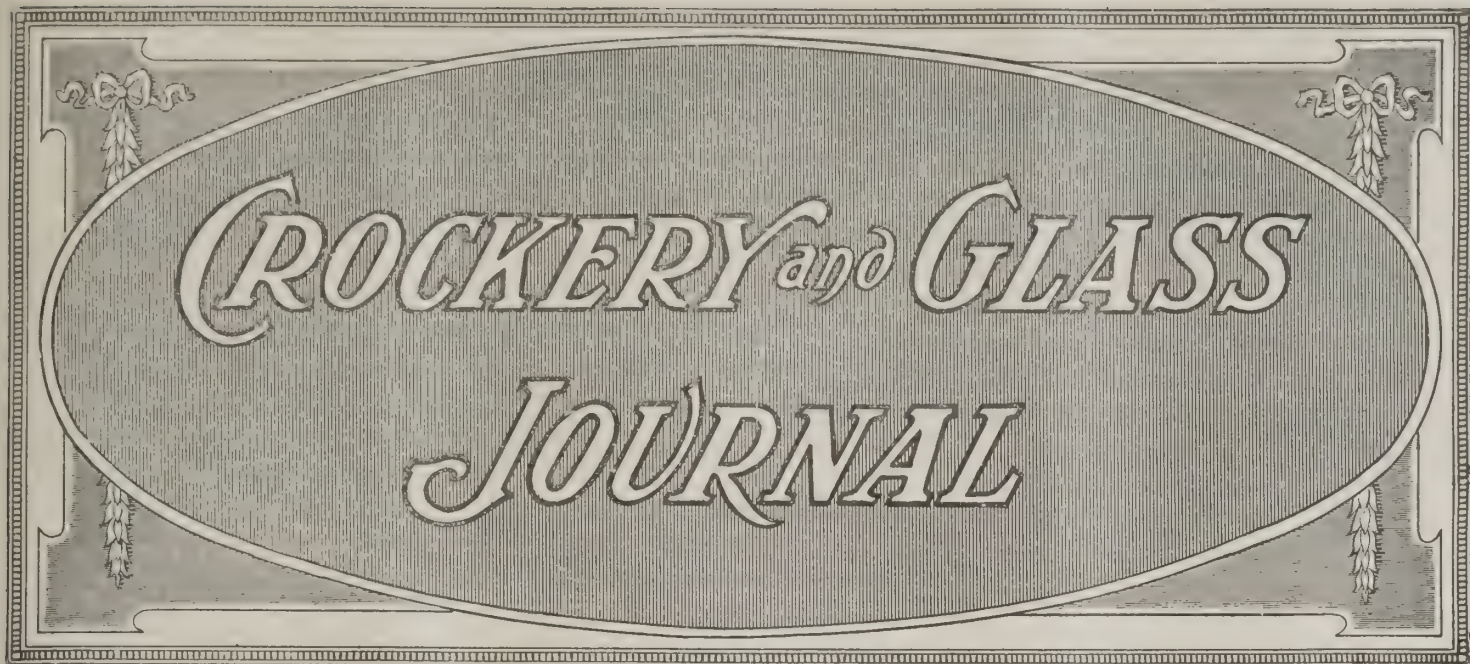
SYRACUSE CHINA

will enjoy a satisfaction that comes only with the possession and use of quality goods. Selling such goods adds prestige to your store. Prestige is profitable.

ONONDAGA POTTERY CO.,

SYRACUSE, N. Y.

Fifth Avenue Building, Room 1007, New York City.
58 East Washington Street, Chicago, Ill.



NEW YORK, MAY 2, 1918.

CONDITION OF TRADE.



New York The entire country is engaged just now in raising money for the Third Liberty Loan. The man who does not think more of the success of this endeavor than he does of his own business is not showing full patriotism. He must attend to his affairs, of course; otherwise he will not have money to invest in the bonds; but he puts the country first; and that the majority of the crockery and glass trade are doing so is evidenced by the small amount of wholesale trading that has characterized this week. The importers have seen but few out-of-town buyers. The men on the road have done some business, but find many buyers out canvassing for the Loan. Mail orders are fair.

The domestic potters are getting the usual amount of business, and their mails are heavy with complaints of non-shipments. That dealers are very short of goods is shown by the fact that these letters almost invariably contain additions to previous orders.

In glassware there is a good call for some items, but a decided falling off in the demand for many others. In some things there is an excess of stock—jugs, for instance. There had been a good call for them until very recently. Suddenly, and for no known reason, the demand fell off. Hotel tumblers, too, had a setback last week—why, nobody can tell.

There is no change in the cut glass market. Heavy cuttings are very quiet, but light blown goods are in air request. Some dealers are overstocked with off-

color glass. It is that kind of ware which has hurt the sale of the better goods.

Local agents in both crockery and glass lines are still complaining about the dilatoriness in shipments from the factories.

Retail trade has not improved much, if any, during the week. The desire to buy bonds is strong with the women; and, added to this, the amount of money they are contributing to the Red Cross, the Y. M. C. A. and other war charities is fabulous. To their everlasting credit, they are going without many luxuries in order that the boys at the front may be benefitted.

As soon as this drive is over there will be a revival of trade. Money is being made in all directions, and some of it is bound to go for crockery and glassware.



Pittsburgh and Vicinity

Pressed and machine-made lines are in active demand—packers' glassware particularly so. Lighting glass is in fair request, and portables are showing some activity for this season of the year. A slight improvement in transportation is noted.



East Liverpool and Vicinity

There was an improvement in transportation the past week. Manufacturers were able to start shipments forward with more liberality, although ultimate delivery in good time is of course prob-

lematical. The gas situation, however, shows very little improvement, and kilns cannot be fired in scheduled rotation. Orders continue to be received in good volume, and buyers are appearing in person daily. The demand for hotel ware continues most active. Some lines of specialties are also in very heavy request.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthen, stone and china ware for the month of February, 1918, compared with the same month in the preceding year, were as follows:

	1917	1918
China, not decorated.....	\$ 16,159	\$ 14,295
decorated.....	156,732	212,016
From France.....	38,285	57,638
Germany.....	.....	.....
United Kingdom.....	40,050	15,543
Japan.....	69,569	128,856
Other countries.....	8,828	9,979
Earthenware, not decorated...	27,102	32,281
decorated.....	116,622	147,502
All other.....	5,334	11,749
Total.....	478,681	629,859

FOR EIGHT MONTHS ENDING FEBRUARY.

	1916	1917	1918
China, not dec.....	\$ 240,440	\$ 130,783	\$ 111,517
decorated.....	2,513,031	2,092,040	2,398,721
France.....	562,601	582,574	395,635
Germany.....	742,659	15,597	.....
United Kingdom...	303,968	375,200	404,247
Japan.....	734,050	1,016,834	1,454,967
Other countries ...	169,753	101,835	143,872
Earthenware, not dec.	212,005	247,059	372,878
dec....	823,977	1,206,249	1,404,373
All other.....	137,321	195,330	146,502
Total.....	6,439,805	5,963,501	6,832,712

DOLLS AND TOYS.

	1917	1918
Dolls and parts of dolls....	\$ 6,853	\$ 23,281
All other toys.....	84,162	94,162
Total.....	91,300	117,443

FOR EIGHT MONTHS ENDING FEBRUARY.

	1916	1917	1918
Dolls & parts.	\$ 627,130	\$ 50,935	\$221,482
All other toys	2,121,057	879,656	1,065,443
Total.....	2,748,187	930,591	1,286,925

HYDRATE OF POTASH

Containing not more than fifteen per cent of Caustic Soda.

FEBRUARY		FOR EIGHT MONTHS E'D'G FEBRUARY		
1917	1918	1916	1917	1918
11,750	\$1,785	\$28,333	\$ 4,398

GLASSWARE.

FEBRUARY		FOR EIGHT MONTHS E'D'G FEBRUARY		
1917	1918	1916	1917	1918
\$21,395	\$32,602	\$397,317	\$268,450	\$415,366

CHINA CLAY.

FEBRUARY		FOR EIGHT MONTHS E'D'G FEBRUARY		
1917	1918	1916	1917	1918
\$37,044	\$42,482	\$800,452	\$712,483	\$826,632

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

FEBRUARY		FOR EIGHT MONTHS E'D'G FEBRUARY		
1917	1918	1916	1917	1918
\$1,040	\$1,106	\$132,918	\$151,989	\$50,664

THE SQUATTERS.

[The Sightseeing Busses in New York employ people to sit in the busses as they stand at the curb, in order to draw business. These people are called "Squatters," and as soon as a crowd of paying patrons is secured they vacate their seats and act as decoys in another bus.]

ARE you a Squatter just filling a place—
Just sitting and drawing your pay
Till someone comes up who will pay for the space
And blithely ride on his way?

Are you a Squatter—a lazy-boned rotter
Who loafes for so much by the day?
It may seem a cinch to be holding a job
Where all that you do is to squat.
But someone will come who's alive and athrob,
And then you'll be jobless—that's what;
Some wise little plotter will know you're a squatter,
And out you will go on the spot!

There's many a Squatter by land and by water
Who's satisfied, quite, with his lot,
But sometime he's gotter be more than a squatter,
Or some young, alert, opportunity-spotter
Will knock his content all to pot!
So don't be a Squatter, but work as you otter;
Which keeps you too busy to squat.
That's what—
Too constantly busy to squat!

--Forbes Magazine.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

The Tarentum Glass Co. will take no action looking to the rebuilding of the plant until after the report of the insurance adjusters has been received. R. B. Wilson, an official of the company, said this week that it could not be done under existing conditions in the material market much under \$250,000 or \$300,000. It is also likely to take months to have structural steel delivered after orders have been given. The matter of allowing the company to go into liquidation is being considered, and will possibly be referred to the stockholders. Between twenty and thirty barrels of packed ware were all that was saved. It will be several weeks before the company will know just what its future policy will be. Many of the workers who were forced into idleness by the fire have taken work in other glass factories. These employees had no trouble in getting located.

Salesmen returning from the road report a decided falling off in the demand for bar glassware this season. Another State will become "dry" this week, and will hereafter have to be counted as lost to the trade.

A service flag containing over fifty stars has been placed in the office of the Rochester Tumbler Co.

The Pittsburgh Lamp, Brass and Glass Co., is showing what it calls the "Pittsburgh Light." It possesses a convex reflector and bowl and is suspended by a patented adjustable hanger. A 100, 200 or 300 watt nitrogen lamp may be used. The glass is fire-resisting, and the illumination more brilliant than that from any other creation of this company. A new line of ceiling bowls in assorted decorations and tintings, and with side lights to match, is also on view.

Specifications for glassware and pottery for Camp Sherman, at Chillicothe, O., as announced by Col. F. L. Case, include 3,600 vinegar cruets, 9,000 syrup jugs, 9,000 salt and pepper shakers, 45,000 tumblers, 45,000 bowls, 9,000 sugar bowls, 45,000 cups, 5,850

pickle dishes, 22,500 vegetable dishes, 45,000 soup plates, 4,500 mustard pots.

The demand for portables at this season of the year is a little beyond the expectation of the manufacturers. While the business cannot be classed as large, it is coming in steadily. Although buyers appear to be cautious, they are ordering enough to keep stocks up to normal.

Popular-priced lines of glassware, no matter what the item may be, seem to be in heavier demand than ever before, and the pressed ware factories are consequently very busy.

Office glassware seems to be in fair demand. Inks, pen trays, sponge-holders, and the like, are having a better movement this spring than a year ago. Eastern jobbers have been liberal buyers.

With the easing up of embargo orders a better movement of glassware is reported by traffic managers. Some Eastern points are still hard to reach through direct routing, but the West is resuming a normal stage. Baltimore and Washington are not yet open for the receipt of carload lots.

At a special meeting of the board of directors of the Central Glass Works, Wheeling, W. Va., the following resolutions of respect were adopted upon the death of Joseph Speidel:

"Always punctilious in the performance of his duties and obligations as president and director of the company, coupled with courtesy and kindly, considerate treatment in the management of the company's affairs, engendered by his long and successful business experience, Mr. Speidel was an invaluable factor in the management and success of the company.

"We deplore his loss, and join in our feeble way the hosts of his friends and associates in extending our heartfelt sympathy to the members of his family."

Among the salesmen displaying samples here during the past week were Charles S. Ellis, with George H. Bowman & Co.; V. D. Kinnan, with the A.

E. Hull Pottery Co.; G. H. Woodworth, with S. A. Weller; Mr. McCormick, with the H. P. Sinclair Cut Glass Co.—all at the Ft. Pitt. The Strobel & Wilken Co. lines were displayed at the Colonial-Annex.

Needle and plate etched blown stemware is not having the demand it had a year ago, although a fair amount of business is being received.

A MODEL ESTABLISHMENT.

TWO years ago an acquaintance of Thomas Evans, of the Macbeth-Evans Co., asked him if in his opinion it would be advisable to erect a tall office building on the site of the old Bissell Block on Seventh avenue, Pittsburgh. Mr. Evans replied that the city ought to have more skyscrapers, and advised him to build. He was then asked if he would back up his advice by taking space, in case the new building was erected. The answer was a ten-year lease of the fourteenth floor—an area of 20,000 square feet, which the company has turned into one of the most scientifically-arranged business places in the whole country.

The private office of Mr. Evans, the president, is a large room partitioned off with steel frames and plate glass reaching to the ceiling and finely equipped with steel furniture. Next to it is that of Howard S. Evans, general manager, whose office is like his father's except that the partition does not reach the ceiling. In fact, none of the other offices have that distinction. Adjoining that of the general manager, and reaching down the entire two sides of the building, are offices for the heads of the various departments. Directly opposite these are railed-in spaces where a score of assistants are installed, that they may be in close touch with their respective chiefs.

In the room assigned to the advertising department is a row of cabinets filled with catalogues and price-lists, all properly numbered and labelled, and other cabinets containing thousands of cuts for illustrating purposes. Another large room is devoted entirely to stationery—letter-heads, bill-heads, envelopes, etc.—and contains a large multiplying typewriter from which may be struck circulars in great numbers in a very short time. Convenient to this is a large vault in which are stored records dating back from the inception of the business, together with a surplus stock of stationery, the value of which is enormous.

Adjoining the advertising department is a room in which are stationed a score or more of typewriter girls, presided over by a young woman whose sole business is to answer telephonic calls for stenographers from the various departments. She selects the girl most capable for the particular purpose required, and when possible sees that the same girl goes to the same department as often as feasible.

The three display rooms are handsomely furnished

and beautifully lighted, and each is devoted to a separate branch of the business. For instance, Alba glass lighting devices are shown exclusively in one. Another is given over to special articles—and these run into the tens of thousands—many of which few glass manufacturers make, such as windows for stoves, steam gauges, vault lights, etc. The third contains lantern globes, chimneys, globes, and scores of items for lighting purposes.

The sanitary arrangements are perfect, and in some cases the fittings are as handsome as those in the best hotels of the country.

From the windows may be had a view of the whole of Pittsburgh—north, east, west and south—such as cannot be obtained from any other building in the city.

Taken all in all, it is doubtful if there is an office and salesroom in the whole country that will compare with it for systematic arrangement, elegance of appointment, and convenience for doing business.

LAST FRIDAY'S PARADE.

THE parade to boost the sale of Liberty Bonds was no less interesting than the many others which have been held in New York. The crowds were just as big and just as enthusiastic as ever. As usual, the triangle formed by the intersection of Broadway and Fifth avenue at Twenty-third street was one of the big gathering points for spectators. A new regulation by the police for handling the sightseers limited the number congregated at the corner of Fifth avenue and Twenty-third street for half the block, and on the easterly side of Twenty-third street they were kept well under control. On the westerly side it was very different. A seething mob filled the street for a depth of a hundred feet, and it took many policemen to hold the line.

It was well on to 3:30 when the crockery, glass and allied trades platoon passed that corner. In the line were:

D. King Irwin, captain	J. Meredith Miller
Victor Benedikt, bearing service flag	Julius Rosenthal
Howard R. Handy, bearing trade banner	Max Herbert
Wm S Pitcairn, chairman Loan Committee	Thos. J. Flostroy
L S Hinman	Alex. G. Menzies
L S Owen	Fred. C. Groh
E W Hammond	Moses I. Schmidt
W W Magee	C. Fred. Baungartner
John Nixon	Dewitt C. Baker
	J. W. McCormack, bond salesman assigned to unit

They marched with precision and made as good a showing as any of the other divisions. Conspicuous among them was Howard R. Handy, carrying the banner.

Nearly all the crockery and glass houses, both down and up town, closed for the afternoon.



Pointers for Buyers.

Where Live Merchandise May Be Obtained.
Tips to Dealers Looking for Ready
Sellers.



AT PRICES THAT SHOULD COMMAND SALES.

Demorest & Co., 156 Fifth avenue, are showing some very interesting values in a line of light cuttings from the new factory of the J. S. Weir Co., Buffalo, N. Y., the representation of which they have secured here. There are iced-tea sets, sugars and creams, crackers-and-cheese dishes, sherbets, jugs, tumblers, bowls, candlesticks—in short, almost everything usually found in a line of this character, and at prices that should make a great hit.

RECENT JAPANESE ARRIVALS.

There have just arrived from Japan at the salesroom of Takito, Ogawa & Co., 101 Fifth avenue, some interesting additions to the "Lusco" line—an exceptionally fine example of lustre ware which created a sensation when introduced here recently. In the collection are bowls, tea sets, covered bouillon cups, after-dinner coffees, and a charming combination of artistic little oblong plate and tea cup. These are shown in dark and light green, orange, blue and yellow lustre glaze on an exceptionally light, thin body. There are also some especially pretty one-color creations in Awaji ware—canary yellow, lavender and blue—tea sets, plates, cups and saucers, and an assortment of specialties. Both lines are carried in stock for ready delivery.

CANDY JARS, PLAIN AND DECORATED.

A line of candy jars recently received by the E. W. Hammond Co. from the Economy Tumbler Co. adds a new attraction to the line for cutters. There are three well-proportioned styles, in tall and squat shapes. In addition to the plain styles, the concern has also put them out in attractive decorative treatments of its own—one in a deep plate etched rose design being very good.

SEASONABLE GLASSWARE.

The Corona Cut Glass Co.'s line, on exhibit at the salesroom of H. Benedikt, the concern's New York representative, 7 West Twenty-second street, has been considerably augmented by a variety of new patterns and items, among which is an assortment of covered comports in light cut figured and floral patterns, new lines

of stemware in dainty deep plate etchings and a combination etching and light cutting which is extremely effective, iced-tea sets, syrup jugs, bud vases, grapefruit glasses, and other equally interesting items in seasonable goods.

NEW TREATMENTS OF OLD PATTERNS.

The Lonaconing Glass Co. have sent their New York representative, Major Wm. D. Finke, a list of new things in which items that make particularly good sellers at this season of the year predominate, such as various very attractive designs in iced-tea sets and an assortment of bud vases in dainty light cut designs. A decidedly unusual and elaborate deep plate etching is employed on a unique shape in a full line of stemware, a thistle pattern being utilized in an entirely novel manner. A very neat and effective light cut floral spray is also arranged in a new way.

HIGH CLASS CUTTINGS.

The Pairpoint Corporation, 43 West Twenty-third street, are displaying some of the most attractive designs in artistic glassware that they have shown in many a day—which is saying a great deal. In rock crystal they have brought out two or three exceptionally fine creations. Two reproductions of Old English shapes and designs also have a charm that will appeal to high class trade. Popular-priced goods have not been neglected, for in the "Linonia" pattern they have produced a floral design in a combination dull and polished cutting that has every quality that counts for success.

NEW IDEAS IN HOUSEFURNISHINGS.

Almost any requirement in the housefurnishing line can be met in the extensive showing made by the G. M. Thurnauer Co. at 6-8 East Twentieth street. In mahogany trays with inlaid bottoms there is an attractive assortment gotten up to retail from \$1 to \$3, and among special offerings a combination jelly bag and strainer which nets a good profit at 25c. There are new ideas in egg-beaters, potato-mashers, paring knives, fancy carved bread boards, butter mergers, and many other items.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

WHITTEMORE & JAQUES, INC.,

92 West Broadway, New York.

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MECHANICAL DEPT:
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Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MAY 2, 1918.

FURTHER embargoes on importations are contemplated. Crockery has not been mentioned yet, but there is fear among importers that it may come under the ban. As the Government is taking a large proportion of the output of the domestic potteries, an embargo on foreign china and earthenware would work a hardship on dealers all over the country.

CHILDISHNESS OF THE GERMAN MIND.

MANUFACTURERS in Germany are under no illusions as to the prejudice existing over practically the whole civilized world against the purchase of articles made in that country. The symbol "made in Germany," originally forced into use as a mark of dishonor in order to stop swindling, became at length a valuable advertisement. Now, and for a long time to come, says the "Times," it will be a deterrent of buying to millions of foreigners who have been shocked by the atrocities perpetrated by Germans.

In their public utterances the Teutons profess to believe that after the war people will again buy their wares as before. At heart they know better, however; and so they have been resorting to trickery to deceive the outsiders. For two years or more they have been trying to sell such goods as they could spare in foreign countries, but not with the "made in Germany" label. The usual device has been to send the articles out of the country in an almost finished shape, and to have them completed by German workmen in contiguous countries like Holland, Switzerland, and Denmark.

Some of the stuff so made up in Holland was sold, it is reported, even in Great Britain, until the people of that country became aware of what was going on.

An illustration of what is now being attempted in Denmark was printed in our last issue. From this it appears that Dresden china is being sent there to be finished, and to have placed on it the label, "Made in Denmark."

The childishness of the German mind, no less than its guile, is shown in the belief that outsiders will not be able to detect the subterfuge.

PERSONAL.

PEDESTRIANS passing 71 Murray street one day last week were halted by hearing patriotic music, and for a moment thought Palm Bros.' establishment had been turned into a recruiting station, or that possibly a Liberty Bond selling campaign was in progress. Otto is bound to make that song of his go, and, having arranged it as a male quartet, was teaching the office force to sing it.

"Teddy" Demorest, who is associated with his father, Wm. A., in the business of Demorest & Co., has a broken arm as the result of trying to start an automobile on the magneto last Thursday. The crank flew back with such a kick as to stun him for a minute. His gameness, to say nothing of skill, was shown by the fact that he drove the car back to the city from Rochester, where the accident occurred, despite his right arm being in splints.

J. S. Weir, head of Dideo Bros. Cut Glass Co., Buffalo, N. Y., spent last Friday and Saturday in town.

Geo. A. Service, traveler for Kennard L. Wedgwood, reached the Pacific coast late last week, and writes that he is finding excellent business.

W. S. Pitcairn, with his characteristic energy, is devoting much time to the Liberty Loan. He has a way of inspiring his co-workers, and the success of the drive will be largely due to his efforts as chairman of the crockery division.

Having taken cognizance of the constantly-increasing number and bulkiness of the epistles passing between Washington, D. C., and Wm. Wagner, salesman for the E. W. Hammond Co., the general manager of the new aerial service between the national capital and New York. with an eye to business, has written Mr. Wagner quoting special prices on weight and at the same time calling attention to the rapid communication

so essential in desperate cases. No; she's not a blonde, but the "absolutely ideal type." At least, that's what "Willie" says.



H. A. Marshall, formerly Chicago representative of the Fostoria Glass Co., is a metropolitan visitor.



Earl S. Steeves, who went with J. D. Bergen Co., Meriden, Conn., as an accountant recently, has been made manager of the business and is now in charge of the plant. Mr. Steeves is not only an able office manager, but has considerable manufacturing knowledge.



Lewis Muscat has been added to the Cox & Lafferty sales staff and assigned to the New Jersey trade outside of the nearby larger cities included in the metropolitan district. He is a son of I. Muscat, dealer in china, glassware and housefurnishings at Rochester, N. Y.



J. W. Murray, of the Frontier Cut Glass Co., Buffalo, N. Y., was a visitor in New York last Friday.



Lloyd Bryant, commercial manager of the United States Glass Co.'s Factory R, Tiffin, O., was a visitor in town the early part of the week on a circuit of the company's Eastern offices, and seized the opportunity to call on a number of his friends in the trade. He contracted many warm friendships in New York while connected with the local office several years ago.



J. I. Flynn was in town buying housefurnishings for the Kaufman Department Store, Pittsburgh.



W. A. Tanner, buyer for the Faucette Co., Bristol, Va., arrived in town this week to buy Japanese goods. He is registered at the Grand.



Charles F. Patton, traveling man for Koscherak Bros., returned on Monday from a two months' Southern trip that took him as far as Texas. It was his initial visit to most of the territory covered, and he expresses himself as well pleased with the cordial reception he received.

CHARLES BAUM RETIRING TEMPORARILY.

OWING to ill health, which is such that his doctor has ordered a complete rest for six or eight months, together with general business conditions, Charles Baum, the well-known mirror plateaux manufacturer, has decided to retire temporarily from business on May 15.

The announcement will come as a surprise to the

trade with which he has been identified for so many years and in which he has made such a big success, being one of the largest manufacturers, if not the very largest, in his line.

After a rest in the country for a few months he expects to enter the trade again with a line that will bring him in touch with the china, glassware and housefurnishing buyers.

ON THE HONOR ROLL.

PATRIOTISM of the unadulterated American brand is the kind that Wm. A. Demorest, head of Demorest & Co., 156 Fifth avenue, possesses. Although



WILLIAM A. DEMOREST.

over the draft age, he just couldn't keep out of it, and enlisted in the Naval Reserve May 15, 1917, and was called for service October 6. He has since been stationed at the Pelham Bay Training Camp, where he is assigned to special detail work on the Commander's staff.

OBITUARY.

JOSEPH SPEIDEL, president of the Central Glass Works, Wheeling, W. Va., died at the Ohio Valley Hospital in that city April 23, aged seventy-five. The news came with a shock to the community, only the relatives and very close acquaintances of Mr. Speidel being aware of the seriousness of his illness. This had necessitated his removal from his home to the hospital on Sunday morning.

Mr. Speidel was one of the commercial pillars of

Wheeling, a man of wonderful energy and resourcefulness. A typical self-made man, he was shrewd and hard working in all his undertakings and built up for himself a vast business and fortune. He was associated with many of Wheeling's commercial enterprises, and at the time of his death was, as stated, president of the Central Glass Works, having succeeded the Hon. N. B. Scott only last January. He had formerly been vice-president of this company for many years.

THE QUITTER.

It's easy to cry that you're beaten, and die.
It's easy to crawlfish and crawl.
But to fight, and to fight when hope's out of sight,
Why, that's the best game of them all.

And though you come out of each gruelling bout
All broken and beaten and scarred—
Just have one more try! It's dead easy to die.
It's the keeping on living that's hard.

—Robert W. Service.

MAKING IT WORTH THEIR WHILE.

A NOVEL method of promoting the sale of thrift and war savings stamps in retail stores which resulted in an increase of the weekly sales from five dollars to \$4,000 per week has been installed in the Liggett drug store at the Grand Central Station, this city.

In order to get every employee to become a sales agent and booster the firm offered a prize of a five-dollar stamp to every salesperson or cashier selling the greatest number of stamps during the month of April. Then J. H. Macomber, manager of the store, thought that he could get the employees to take an additional interest in the competition if he showed them that he personally was interested in the campaign to increase the sales of stamps in his store, and as a result he offered a personal prize of a five dollar stamp to the best seller in addition to that offered by the corporation. Immediately upon the posting of the notice every employee of the store applied for a supply of stamps, and the sales the first day were so large that nearly every one of them had replenish their stock several times through the day.

Each employee gets a quantity of stamps from the cashier on the opening of the store each morning. As a customer makes a purchase these stamps are suggested for sale, and the results so far have been that the salesgirls have sold stamps to every customer who has made a purchase from them. A good many of the salespeople take a supply of stamps with them on the termination of their day's work, which they sell to their friends and acquaintances, and a good many people outside the store have thus been enlisted in the army of war savers.

If such results can be accomplished at Liggett's there is no reason why it cannot be done in other stores. If every patriotic merchant would adopt the method the sales of stamps in the stores would be quadrupled.

SALES OF WAR SAVING STAMPS.

THE total sales of War Saving Stamps by the crockery, glass and allied trades to date is as follows:

War Savings Stamps	Thrift Stamps
J. Wedgwood & Sons..... 22	136
Wimelbacher & Rice..... 8	42
Morimura Bros..... 33	2153
Geo. Borgfeldt & Co. 178	1049
J. H. Venon, Inc..... 6	38
E. T. W. Craig..... 31	558
C. Dorflinger & Sons..... 10	67
K. J. Okajima.....	193
George H. Kamoi..... 8	
Wallach-Behrend Co....\$126.50	
Tashjian Bros.....	45
Takito, Ogawa & Co..... 302	
W. S. Pitcairn Corporation. 17	407
Le Roy T. Pease..... 24	250
Edward Boote..... 28	452
Marcus Bist.....\$30.00	\$12.50
B. Shackman & Co..... 14	280
Lowenfels & Co..... 3	351
Chas. M. Levy..... 3	100
Edward B. Dickinson.... 7	104
Frank & Danziger, Inc... 9	10
Bryce Bros. Co..... 59	263
A. J. Fondeville & Co.... 2	72
E. I. Horsman Co..... 45	209
Pairpoint Corporation.... 20	459
Strobel & Wilken Co...\$1,213.21	
L. Straus & Sons..... 149	374
Lazarus & Rosenfeld.... 112	1520
Herman C. Kupper..... 55	263
B. Illfelder & Co..... 1	37
L D Bloch & Co..... 46	507
Leo Schlesinger Co.....	\$1,513.50
The Herbert Co..... 3	229
Bissell Carpet Sweeper Co 9	60
Empire China Works 29	363
B. Strasberger..... 10	18
Ed. Williamson.....	54
Wm. H. Plummer & Co... 35	
John Simmons & Co..... 27	288
Wm. Dougherty..... 9	40
F. A. O. Schwarz..... 27	383
Steinfeld Bros..... 9	35
Higgins & Seiter, Inc 23	35
Fensterer & Ruhe..... 5	
John L. Garvey..... 3	16
Edw. D. Soule 431	
Gudeman & Co..... 3	50
Fostoria Glass Co 20	36
Ko Koyai.....	10

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity In the office of the Smith-Phillips China Co. hang twenty-three reasons why delays have been caused from time to time. Among them

are: embargoes, strikes, shortage of labor, shortage of materials, no ware, no fuel, no decalcomania, weather too hot, weather too cold, no straw, no packers, no packages, no barrels, no staves, no headings, no cars, no trucks to haul shipments to freight stations, no boats in operation.

* *

Herman Supplee, for many years head of the office department of the E. M. Knowles China Co., has been called to military service and will soon leave for camp with Fred Stoddard. A few evenings ago these young men were tendered a banquet by the ladies of the office, the affair being arranged in the spacious sample room.

* *

Buyers visiting the district of late were Guy C. Robinson, for Kinney & Levan Co., Cleveland; Lee Schoenthal and Mr. Hanna, for Gimbel Bros., New York; A. S. Baker, for Gimbel Bros., Philadelphia; John H. Nevin, for the Dudley, Given Co., Rochester, N. Y.; Mr. Charlton, for the Jones Store Co., Kansas City, Mo.; Thomas A. Neely, for Strouss-Hirshberg Co., Youngstown, O.

* *

Edward J. Owen, head of the Southern Potteries Co., Erwin, Tenn., was here recently and said that, unlike conditions in this locality, very little inconvenience was being encountered by them in making shipments. The concern will not continue with its extension programme this year, as was contemplated. This included the erection of another plant unit. The project will lie over until the reign of more stable conditions.

* *

Several pottery concerns here which were instructed by buyers to make shipments by river took the packages to the river front, and a sudden rise in the stream caused some of them to float away. Others were submerged, and when the water receded had to be taken to the plants and repacked. There is no wharfboat at this point just now, nor at Wellsville, either, although

the installation of this convenience is contemplated within a few weeks.

* *

Joseph Davis, who has been making an extended Western trip in the interest of the Knowles, Taylor & Knowles Co., has returned to the home office.

* *

Morris Bergman, a well known New York crockery buyer, when here a few days ago said that a car of ware shipped from this point last November had not yet been delivered. This seems to be the record for a delayed shipment.

* *

The fuel situation continues to be anything but satisfactory. It is now a matter of daily occurrence for the manufacturers to make inquiry at the offices of the Manufacturers' Light and Heat Co. for information as to how many kilns may be lighted that day. Under present conditions it is impossible to fire kilns on anything like a schedule arrangement.

* *

Within the past week out-of-town interests have been here for the purpose of leasing any idle plants in this territory that might be conveniently converted into the manufacturing of semi-porcelain ware. Idle electric porcelain plants have been inspected, and the subject of either leasing or buying is now being considered. There is only one strictly pottery plant in this district now available for immediate operation by a new interest.

* *

It is a fact that the high wages now paid to pottery operatives has resulted in a reduction in production. Many workers now earn more money in four days than they formerly did in six, and are quite content with less than a full week's wages. The appellation "slackers" fits their case so exactly that it might have been invented for them.

2

With a capital stock of \$10,000
Bradentown, Fla. the Manatee River Pottery Co. has been formed here with the following officers: President, H. S. Glazier; vice-presi-

dent, E. B. Hubell; secretary, S. A. Bean; treasurer, Katherine McClellan; general manager, M. H. Ward. The product will be from clays found along the Manatee river.

MAKING A FRESH START.

UNDER the name of Obeirne Bros. & Lyons, Inc., the hotel supply house of Obeirne Bros., 317-319 West Forty-second street, which filed a petition in bankruptcy March 26, has been reorganized and will continue business at the same address. John J. Lyons be-

comes president; Owen Obeirne vice-president and treasurer. Mr. Lyons was formerly Tax Commissioner, then Deputy Registrar, and at present is Inheritance Tax Appraiser of the State of New York. These important positions have given him a vast acquaintanceship which will stand him in good stead. He has invested considerable money in the concern, with the consequence that it is starting out financially stronger than before, and various changes to be made in the management will put the concern on a plane of the highest efficiency. The house had a large number of small saloons and restaurants among its customers

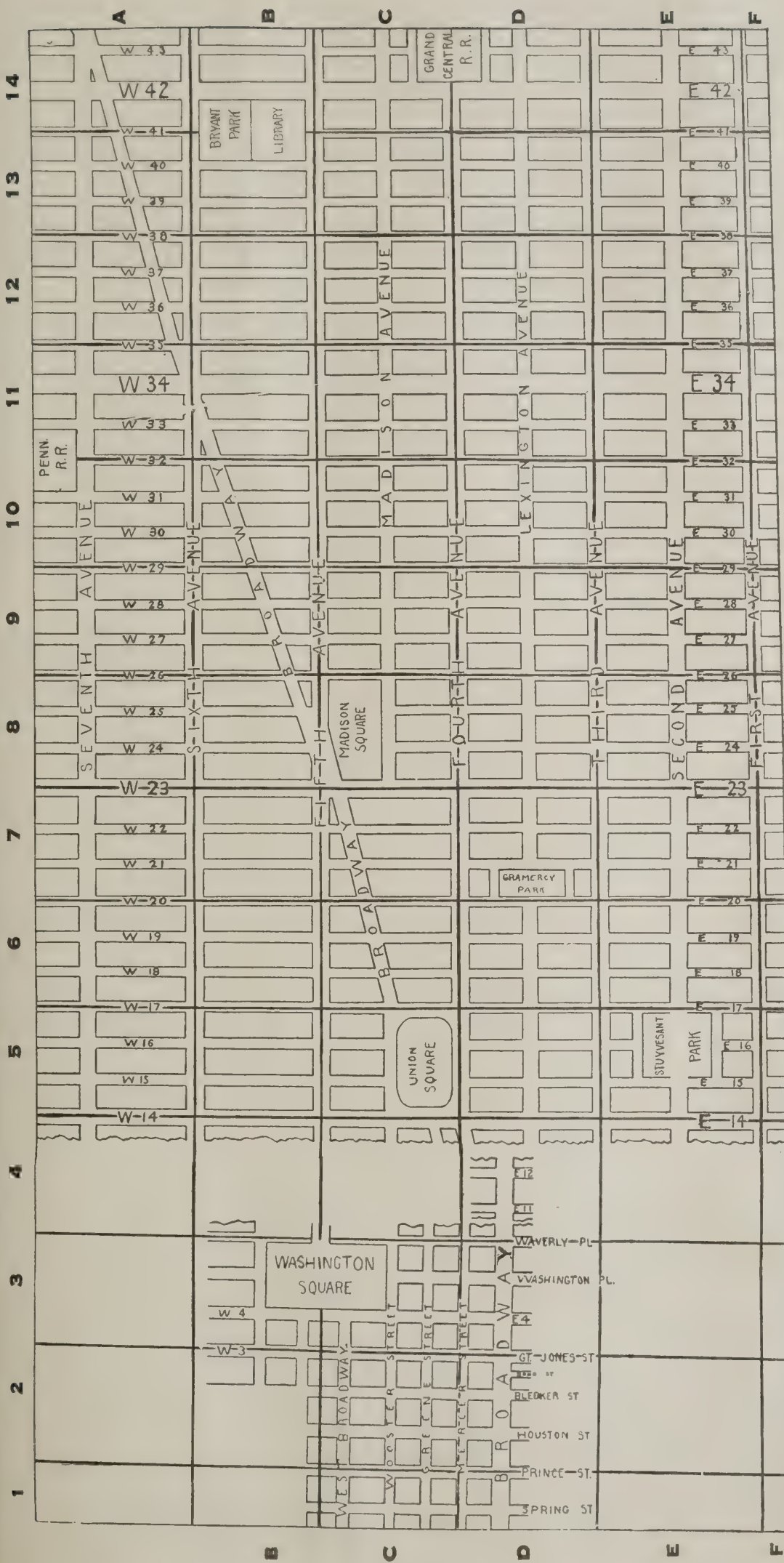
Continued on page 22

Locations of Firms in the Downtown District.



Bassett, G. F. & Co., 72-74 Park Place....	B 3	Goetz, O., 43 Murray St.....	C 4	Redon, M., 25 W. B'way.....	C 3
Bernardaud, L., & Co., 46 Murray St....	C 4	Honesdale Decorating Co., 36 Murray St.	C 4	Roessler & Hasslacher, 100 William St...	F 2
Bonita Art Co., 50 Park Place.....	C 3	Kupper, Herman C., 52 Murray St.....	C 4	Straus, L., & Sons, 42-46 Warren St.....	C 4
Davison, John, 14 Barclay Street.....	D 3	Maddock & Miller, 54 Murray St.....	C 4	Tarentum Glass Co. 25 W. B'way.....	C 3
Dorflinger, C., & Sons, 36 Murray St....	C 4	Miller, Edward, & Co., 68-70 Park Place..	C 4	Tharaud, Justin, 25 W. B'way.....	C 3
Duncan & Miller Glass Co., 92 W. B'way.	B 4			Vogt & Dose, 65 Barclay St.....	B 3
Drakenfeld, B. F. & Co., 50 Murray St..	C 4			Williamsburgh Flint Glass Co.. 96 Park Pl.	A 3
Friedlaender, Oscar O., 40 Murray St....	C 4				

LOCATIONS OF FIRMS IN THE UPTOWN DISTRICT.



- American Import Co., 220 Fourth ave. C-6
- Bing, F., & Co.'s Successors, 67 Irving Pl. D-6
- Bloch, L. D., & Co., 153 Fifth ave. C-7
- Boote, E., 35 W 23d. B-8
- Bradley & Hubbard Mfg. Co., 200 Fifth ave. B-8
- Bryce Brothers Co., 240 Fifth ave. B-9
- Brush-McCoy Pottery Co., 1140-1146 B'way B 9
- Benedikt, H., 7 W. 22d. B-7
- Cox & Lafferty, 1140-1146 Broadway. B-9
- Cambridge Glass Co., 49 W. Twenty third. B-8
- Dela Croix, C. I., 19 Madison ave. C-8
- East Liverpool Potteries Co., 139 Fifth ave. C-7
- Fry, H. C., Glass Co., 200 Fifth ave. B-8
- Fonderville, A. J., & Co., 85 Fifth ave. C-5
- Fostoria Glass Co., 141 Fifth ave. C-7
- Gillinder & Sons, 19 Madison ave. C-8
- Gray, Horace C., Co., 200 Fifth ave. B-8
- Grédélie, A., 129-131 Fifth ave. C-6
- Guerin, Wm., & Co., 43-47 W 23d. B-8
- Guernseyware, 16 W 23d. B-7
- Haviland & Co., 11 E 36th. C-12
- Haviland, Theodore, & Co., 200 Fifth ave. B-8
- Haviland & Abbot Co., 95 Madison ave. C-9
- Imperial Art Glass and Lamp Works, 205 W 19th. A-6
- Lancaster Glass Co., 200 Fifth ave. B-8
- Manhattan Brass Co., 332 E 28th. E-9
- Mogi, Momonoi & Co., 105 E 16th. D-5
- Morimura Bros., 53-57 W. 23d. B-8
- Maibrunn Co., 40-42 East 19th. C-6
- McKenna Bros. Sales Corp., 1271 Broadway. B-10
- Noe, Wm. R., & Sons, 53-55 W 21st. B 7
- Pairpoint Corporation, 43-47 W 23d. B-8
- Phoenix Glass Co., 230 Fifth ave. B-9
- Plume & Atwood Mfg. Co., 30 E 42d. C-14
- Pitcan, W. S., 104 Fifth ave. B-5
- Pittsburgh Lamp, Brass and Glass Co., 35-37 W 23d. B-8
- Roseville Pottery, 621 Fifth ave. C-7
- Republic Specialty Co., 9 E 22d. C-6
- Straub, Paul A., & Co., 105-107 Fifth ave. C-6
- Strobel & Wilken Co., 61 W. 23d. B-8
- Tajimi Co., 597 Broadway. D-2
- Torlotting, E., 35 W 23d. B-8
- Takito, Ogawa & Co., 101 Fifth Ave. C-6
- United States Glass Co., 24th St. & B'way. B-8
- Venon, J. H., Inc., 104 Fifth ave. B-5
- Wedgwood. K. L., 133 Fifth ave. C-6

which were the cause of its losing a great deal of money and finally responsible for its bankruptcy. These will be eliminated from the books, and only the larger and responsible concerns will be solicited for business.

CREEPING UP.

SALES of Liberty Bonds by the Crockery, Glassware and Allied Trades unit had reached nearly \$650,000 at the time of our going to press.

DOING THEIR SHARE.

A CERTAIN regiment in one of the big Eastern cantonments became very impatient to go abroad some weeks ago, and was very much disappointed at the likelihood of having to undergo several weeks more of training.

Two members of the command succeeded in getting transferred to a battalion that was going across immediately

Whereupon the rest of the regiment hoisted a service flag with two stars on it.

JAPAN STANDARDIZING ITS GOODS.

JAPAN is making further progress in its campaign for the standardization of exports, the Government's action being taken because of criticisms of the quality of goods shipped from that country since the war began.

The Japanese Department of Commerce has issued ordinances and orders with a view to maintaining the quality of five classes of export articles, among which are glassware and enameled ware. By virtue of these ordinances and orders, the exportation of all manufactures which do not pass the inspection of the trade association or their union associations organized by the manufacturers and dealers concerned, or by the prefectural authorities, is prohibited. It must be noted that the articles which have come up to the above-mentioned requirements will bear a "certification stamp."

Where there is no such official means of supervision to enforce the above-mentioned inspection, permission for the export of goods is to be given by the prefectural authorities concerned, and the wrappers or boxes containing the articles must bear a "permission stamp."

In the case of glassware, such articles as stipulated below will be refused exportation:

1. Those which are crooked or malformed.
2. Those which are incompletely annealed.
3. Those which contain many bubbles, knots or streaks.
4. Those which are not transparent.

5. Those which are damaged or broken.

6. Mineral water bottles and bottles for soda water or any other sparkling water which cannot resist an inner pressure required for practical use.

7. Artificial pearls or glass balls in which the colors used may change or quickly fade.

In the case of enameled ware, such articles as stipulated below will be refused exportation:

1. Those which are crooked or malformed.
2. Those not possessing good lustre.
3. Those which are badly finished.
4. Those with enamel likely to fall off easily.
5. Those which do not bear in English an indication of the fact that the bottoms or sides of the articles are soldered or jointed in accordance with the method enjoined.

THE LAST RESORT.

"HELLO, Bill! What are you doing nowadays?"
"Everything."
"How's that?"

"You see, it's like this: In the place where I'm employed I'm a doer and others are tellers. When the guv'nor wants something done he tells the cashier, and the cashier tells the bookkeeper, and the bookkeeper tells the assistant bookkeeper, and the assistant bookkeeper tells the chief clerk, and the chief clerk tells me. I haven't anybody to tell; so I do it."

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—An experienced packer by a crockery importing house. Steady work and good wages. Apply to GEO. F. BASSETT & Co., 74 Park Place, New York.

SITUATIONS WANTED.

CHINA and glassware salesman of wide experience wishes to connect with first-class house looking for a good road man for the Middle West, West and South. Address A165, this office.

FOR SALE.

FOR SALE.—A very successful china, glass and kitchen hotel supply business catering exclusively to hotels, restaurants, lunch rooms and cafeterias. Only place in the city or State; no competition. Stock clean and well-assorted. Satisfactory reasons given for selling. Located in a city of about five hundred thousand. Address A168, this office.

BONITA ART CO.,

"The House of New Ideas."

Cameo Etchings and Coin Gold.

COX & LAFFERTY, Representatives, 1140 Broadway.

CROCKERY and GLASS JOURNAL

NEW YORK, MAY 9, 1918.

CONDITION OF TRADE.

New York

Except for mail orders and returns from travelers, the importers are very dull.

Mail orders, while fairly numerous, are not for large amounts, and the traveling salesmen found the big Liberty Loan drive a decided obstacle to the obtaining of large orders. They are cheerful, however, as they realize that the lull in demand is only temporary. What they complain about more than anything else is the expense of traveling. Every time they cover their various territories they find room rents and food prices higher. Where they formerly obtained a fair breakfast for fifty cents they now pay a dollar, and a dinner costs double that.

The wholesalers continue very busy, despite the fact that retail trade fell off very materially.

The potters continue to receive good orders. About as many come in as are filled; so that order files are not diminished very much. Prices on general ware have not yet been advanced, but it would not surprise anybody if there was a slight raise before long. On hotel ware, however, there is an average increase of ten per cent. Shipping conditions do not improve very much. One day the embargoes will be lifted, only to be clapped on again—perhaps while the goods are on their way to the station. The notice by the natural gas companies advising potters to lay in coal is very significant. Munition plants are increasing their consumption of gas daily, and it looks as if the potteries will have to shift for themselves.

Business at the glass factories is not as brisk as it

was. Good orders come in for certain items, but there is a marked falling off in others. A rise in prices is expected by dealers, even in the face of a lessening demand.

An advance on lighting glassware averaging about ten per cent went into effect May 1.

Cut glass is still quiet. Heaven knows, there are plenty of weddings going on. It cannot be that this commodity has lost favor as a suitable gift.

In New York city there has been a decided lull in retail trade. The women have been devoting their money to buying and their time to selling Liberty bonds. It was a queer sight to see them sitting behind tables on the sidewalks of Fifth avenue soliciting purchases from the passers-by. Handsomely gowned, refined women would halt any man who looked like a "prospect."

The effect of the drive was felt all over the country, and necessarily curtailed buying. Of course this is only temporary. The low-salaried man or wage-earner who has pledged a dollar or more a week for a year will soon realize that he has merely changed his savings account to another bank—Uncle Sam's—and in a few weeks buying will go on as before.

Pittsburgh and Vicinity

Staples continue in very active demand, the call for pressed tumblers and packers' glassware being particularly urgent. Soda fountain requisites are active, with popular-priced lines moving

best. The Government continues in the market for its particular line of requirements.

East Liverpool and Vicinity

Receipt of new business with the potters continues on a liberal scale, teas being in exceptionally heavy request. The draft continues to pull workers from the plants, and it is becoming increasingly difficult to obtain men to fill the vacancies.

GREENHUT'S AUCTION SALE.

THE sale of the Greenhut fixtures began on Wednesday. There was a big crowd, principally of second-hand dealers. There are 2,853 lots of about the sorriest-looking stuff that was ever gotten together. At three o'clock only forty had been sold. At that rate it will take a month to finish. The bids were slow and very low in amount.

OBITUARY.

AT Atlanta, Ga., on Wednesday, May 1, Jefferson Davis Dobbs died, aged fifty-five. Twenty-five years ago he became associated with Geo. F. Bassett & Co. He was a very successful salesman, made a host



J. D. DOBBS AT HIS HOME IN ATLANTA, GA.

of friends, and enjoyed the confidence of his firm to the utmost. He made frequent trips to New York, was well known here, and his coming was always a pleasure. A year ago last December he had a slight stroke, and was in bad shape for months. Early this year he began to improve, and had thoughts of going back to business. He will be much missed in the crockery trade, particularly in the South.

The last English mail brought to E. J. Ridgway, of Meakin & Ridgway, news of the death of J. F. Campbell, the principal stockholder of Minton's, Ltd., who

passed away during the last week in April. Mr. Campbell had not been active in the business for about twenty years. At that time he was injured by falling from his horse in the hunting field, and never fully recovered. He was the son of Colin Campbell, the man who really made Minton's what it is.

GOLFERS PREPARE TO SWING CLUBS.

THE Richmond County Country Club, Dongan Hills, S. I. (a generally-favored course among the players) will be the scene of the opening tournament of the Pottery, Glass and Brass Golf Association on Thursday, May 16.

In addition to the beautiful situation of the club and the interesting links, an added attraction is Wm. W. Magee as host—a past master in the art of making everyone enjoy himself.

New rules made by the tournament committee for the season are as follows: Members shall be classed in Class A or Class B. Class A will include those handicapped up to 15 inclusive; Class B at 16 or over. The prizes to be provided for each class will be of equal value. No member shall receive more than one first or second prize, exclusive of championship and season's selected score prizes. Members are to play in their own class except at Richmond County Country Club on May 16 and at Forest Hill on August 15. At these tournaments the rule will be for four-ball matches—a Class A and Class B player vs. a Class A and Class B player.

Train boats leave foot of Whitehall street 8:00, 9:00, 10:00, 11:00 a.m., 12 noon and 1:00 p.m. Trains via Staten Island Railway, Perth Amboy Line, arrive at Dongan Hills about 45 minutes later. Players should take the eight o'clock boat.

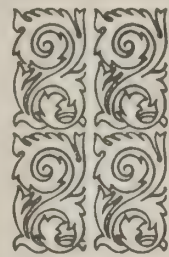
Those contemplating being present should notify the secretary, L. S. Owen, 126 Fifth avenue, as soon as possible, so that Mr. Magee can arrange for caddies, lockers, etc.

CONVENIENT FOR CIRCULARIZING.

A FEATURE introduced into the 1918 Red Book, published by the Orrin Thacker Directory, Columbus, O., is a census showing the number of wholesale grocery firms in each State. This is a convenience appreciated particularly by concerns desiring to circularize the trade with direct-by-mail literature. More than 5,300 names are listed. In its three divisions are 3,730 exclusively wholesale grocers in the United States; 285 in Canada; 1,334 semi-jobbers, chain stores, etc., in the United States.

Illuminating Devices.

Hanging, Stand and Portable Lamps; Light-
ing Glassware, indirect and semi-indirect;
Domes, Shades, etc.



AFTER months of preparation, Takito, Ogawa & Co., 101 Fifth avenue, have introduced a line of hand-decorated wood lamp bases that are as different from what is ordinarily seen as can be imagined, and it is safe to predict that the concern will be kept working to the fullest capacity to satisfy the demand for them. In one a cloissonne bronze design is so perfectly imitated that it is next to impossible to tell it from the genuine. The same attention to detail is shown in the assortment of silk shades designed especially to go with the bases, every one being a creation in itself. A complete line of both is stocked for immediate shipment.

The Gillinder & Sons salesroom, 19 Madison avenue, can always be depended upon for holding more than an ordinary amount of interest for the buyer in quest of up-to-date ideas in illuminating glassware. Among the latest items shown by Paul L. Zoellner are several styles in two-piece units in which are introduced some new scientific methods for producing greater efficiency in lighting of this type. That they have succeeded in turning out units that give the greatest degree of satisfaction is readily apparent from the extensive business they are doing in them. They are shown in clear and enameled glass in designs and shapes adapted to almost any surroundings.

Ferdinand Bing & Co.'s Successors, in conjunction with F. G. Plant, formerly vice-president of the National Metalizing Co., have acquired the business of that concern and changed its name to the Armor Bronze Co. The company makes a remarkable line of table and floor lamps, lighting fixtures of all kinds, book-ends and statuary. Some of the lamps are very ornate, and in unusual designs. The prices are very low, and the line will undoubtedly make a hit.

These are busy days with the Royal Art Glass Co., who, besides keeping up with a large current business, are working on their line for the new buying season. If one may judge from the designs that have thus far

made their appearance, the exhibit will be one of the best they have yet turned out. One of them introduces a hammered-brass effect base with glass and metal shade to match, and another with a handled vase for standard is in gold, bronze or brass finish. Both will undoubtedly prove good sellers.

In the last issue of the Phoenix Glass Co.'s interesting little brochure, the "Illuminator," Eugene H. Peck, manager of the concern's New York office, writes of the beauty and unusualness of some late designs gotten out by the concern, at the same time calling attention to certain features that make them especially desirable



from the standpoint of scientific lighting. The No. 12103, as illustrated, shows one of the unique bowls described in the article. In addition to its use as a hanging fixture it can be employed with success on large bracket torchieres in rooms where the ceilings are high and dignity and refinement of illumination are sought. The fixture is shown complete merely to il-

lustrate its effectiveness, as the concern only supplies the bowl.

Having added two more rooms to their suite, Malone & Nicholson will be able to show their lines more attractively than ever. One of the new rooms is devoted exclusively to a display of the United States Glass Co.'s line of lighting glassware, which is thus shown to the best possible advantage. The whole place is being redecorated and freshened up, and when finished it will be a very pleasant place for the buyer to visit.

The Bradley & Hubbard Mfg. Co. have added a dozen new lamps to their already large line. The shades of these are in ribbed glass, and have borders varying in depth from two inches up carrying floral, geometrical and fancy decorations in color.

DECISION ON GERMAN CHINA.

THE United States Board of General Appraisers handed down this week a decision sustaining the Government in the so-called German chinaware cases. These cases have been pending before the Customs Board for several months, and the final ruling is a complete victory for the Government.

The goods were entered at New York from January 18 to February 26, 1915, and are raised variously from 10 to 25 per cent.

From C. Tielsch & Co.: Tassen weiss, 2014-14; entered at .95 mark per dozen. Rabatt 8 per cent. Add verbandaufschlag 22 per cent. Discount 2 per cent. Add cases. Reappraised at unit entered prices, plus verbandaufschlag 25 per cent. Discount 2 per cent. Packed.

From Striegauer Porzellanfabrik: Entered at list price, less 8 per cent and 2 per cent, plus verb. 20 per cent. Add cases. Reappraised at unit entered prices, plus verb. 25 per cent, less 2 per cent, packed.

From Zoh Scherzer & Co.: Entered at list prices, plus 10 per cent, less 10 per cent and 5 per cent, plus 20 per cent. Reappraised at unit entered prices, plus verb. 25 per cent, less 2 per cent, packed.

From Porzellanfabrik Kahla: Entered at list price, less 5 per cent and 3 per cent, plus verb. 20 per cent. Reappraised at unit entered prices, plus verb. 25 per cent, less 2 per cent, packed.

From C. A. Lehmann & Sohn: Entered at list prices, less 5 per cent and 2½ per cent, plus verb. 20 per cent. Reappraised at unit entered prices, plus verb. 25 per cent, less 2 per cent, packed.

From Retsch & Co.: Salads, entered at 2.65 marks per dozen, less 8 per cent and 2 per cent, plus 20 per

cent, plus case. Reappraised at unit entered prices, plus verb. 25 per cent, less 2 per cent, packed.

From Fasolt & Eichel: Entered at list prices, less 8 per cent and 2 per cent, plus verb. 20 per cent. Reappraised at unit entered prices, plus 25 per cent, less 2 per cent, packed.

From Heinrich & Co.: Entered at list prices, less 8 per cent and 2 per cent, plus verb. 20 per cent. Reappraised at unit entered prices, plus verb. 25 per cent, less 2 per cent, packed.

From Carl Schumann: Teller R, 2867; entered at 17.60 marks per gross, less 8 per cent and 2 per cent, plus 20 per cent. Reappraised at unit entered prices, plus verb. 25 per cent, less 2 per cent, packed.

From Villeroy & Boch: Teller gloria tief 3505 gold bd, 40563-505, invoiced at 1.50 marks per dozen, less 10 per cent and 2 per cent; entered at 1.608 marks net; reappraised at 1.50 per dozen, less 10 per cent, packing extra. Tassen Saxon gold band 94-5057, invoiced at 1.40 marks, less 10 per cent and 2 per cent; entered at 1.566 marks net; reappraised at 1.40 marks per dozen, less 10 per cent, packing extra. And similar goods not previously published. To all the above invoice values add cases.

IMPORTS FROM STOKE-ON-TRENT.

THE exports of earthenware and china from the consular district of Stoke-on-Trent, England, to the United States during the month of March amounted to £60,510—an increase of £13,105 compared with the figures for the month of February.

RECENT CUSTOMS DECISIONS.

DUTY on certain bamboo lamp shades imported by A. A. Vantine Co., of this city, is reduced in a decision just handed down by the Board of General Appraisers. The merchandise was described on the invoice as "brown bamboo lamp shades," and "brown bamboo electric shades." Duty was assessed at the rate of 25 per cent ad valorem under paragraph 175 of the Tariff Act of 1913. In an opinion written by Judge Waite the tariff rate is reduced to 15 per cent ad valorem.

Vacuum bottles, consisting of blown glass, silvered, and metal, blown glass chief value, were assessed 45 per cent ad valorem as articles in chief value of blown glass, silvered. This ruling was protested by the importers, who claimed that the goods were dutiable at 35 per cent ad valorem. The assessment of the Collector of Customs was affirmed by the Board of General Appraisers.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Natural gas companies in this district are inserting advertisements in the daily newspapers advising consumers not to wait until next fall to lay in a supply of other fuel. This is taken to mean that the gas concerns will not guarantee gas for industries during the coming winter. The reason for this is given as follows: "These companies are doing their utmost to maintain a supply, but the difficulty of getting men, machinery, pipe and materials is hard to overcome, and new areas of gas-producing fields have not been revealed as generously as in former years." Glass manufacturers are taking due note of the warning, and are making the necessary arrangements for their protection.

Watson W. Lang, manager of the Pittsburgh branch of the Kinney & Levan Co., Cleveland, left last Saturday on an automobile trip through the eastern part of Pennsylvania for the benefit of his health.

Frank R. Martin, the well-known dealer of Detroit, Mich., spent some time in this market last week.

Cut glass and novelties are to be shown in the permanent sample room of McClurg & Co., of Chicago, which will be opened in the Century building this month. The resident manager will be Raymond Hale, who has been covering this territory for some years.

Charles Dela Croix, of Dela Croix & Wilcken, New York, was last week showing the Northwood line of glass at the Ft. Pitt.

The country trade visiting this market of late has been buying tumblers, jellies and table glassware in large quantities. The jobbers also report a brisk demand in dinnerware from them. These buyers report their local stocks low, and that merchandise is wanted quickly.

William I. Campbell, formerly salesman for the United States Glass Co., but now engaged in the agency

business in St. Louis, Mo., spent last week here arranging to move his family to that city.

Directors of the Fostoria Glass Co., Moundsville, W. Va., after declaring the regular quarterly dividend of two per cent, last week authorized the officials of the company to purchase \$15,000 worth of the Third Liberty Loan bonds.

Committees have been organized at Bellaire, O., to secure for that city the annual convention of the American Flint Glass Workers' Union in 1919. Through the wrong transmission of a telegram to the convention last year Bellaire was deprived of being named the convention city for 1918.

The Mortimer Glass Co. has changed the location of its offices in the Oliver Building from the third to the fifth floor.

C. B. Kishler, with the lines of the Corona Cut Glass Co., maintained a display at the Ft. Pitt the latter part of last week.

At a conference held in Wheeling May 1 the Liberty Transit Co. engaged the services of Robert A. Cummings, engineer of Pittsburgh, to begin at once construction of self-propelled, concrete Ohio river barges. Cummings promised to turn out one barge each week until a fleet is completed. Glass and pottery interest are deeply concerned in the movement. Work will start as soon as possible. The barges will be operated from Pittsburgh to Cincinnati.

Glass manufacturers report they are now able to get supplies with more freedom than for several months. Railroads are handling sand as though they had commenced to appreciate its importance in a primary manufacturing industry. The movement of finished goods also is better, particularly to the South and West, but there are still many troubles to be encountered in sending goods to the East.

WINS A FIRST-LIEUTENANCY.

LAST week Harry M. Hollander, buyer of crockery and housefurnishings for the Outlet Co., Providence, R. I., received word that his son, Edward, has been commissioned a first lieutenant in the Signal Reserve Corps, aviation section.



EDWARD HOLLANDER.

The young man went to the first Plattsburg camp, after which he attended the aviation school at the Massachusetts Institute of Technology. Last September he left for England, where he has been in training ever since.

SEVERE SHORTAGE IN POTTERY.

IMPORTERS of chinaware who have conferred with War Trade Board officials regarding the restriction of this class of merchandise will be interested to learn that William Burgess, vice chairman of the United States Potters' Association, admits that the domestic manufacturers are unable to meet the demand for pottery goods, including ordinary tableware, and, further, that if chinaware is barred importation this country will face a severe shortage.

Mr. Burgess denied that this shortage was due to the fact that American potters were unable to obtain clay from Austria and Germany, or to the shutting off of chinaware importations from England, France and other countries. He explained that after experimenting with agate and aluminum ware the government finally decided that the only satisfactory ware for camp use was that made from clay, and consequently the potters in this country are now rushed with Government orders.

In addition, it is difficult to obtain clay from the Southern States, the source of supply in America, because of railroad conditions, and this, with labor and

other troubles, has resulted in a serious condition in the pottery trade.

Much of the clay used by American potters is imported from England, and the War Trade Board officials have been requested to permit the importation of this commodity. At the same time, importers of chinaware, realizing the shortage which threatens, are endeavoring to persuade the War Board officials to avoid placing any obstacles in the way of bringing goods from Japan and China.—Daily News Record.

AT CHICAGO.

THE volume of business last week was somewhat above the average. Good values in staples find a ready market, but there is little demand for purely ornamental goods. This is presumably in line with war economy, but it is hurting manufacturers' agents who in other times have found a very good market for this sort of ware.

* *

The placing of heavy government orders with the potteries has caused a great deal of discussion in dinnerware circles. The manufacturers' salesmen see in the action a lessening of their opportunity to get hoped-for dinnerware shipments.

* *

Siegel, Cooper & Co., one of the eight big department stores on State street, have gone out of business, and the stock has been purchased by the Boston Store, of this city, for \$1,750,000. The latter, it is expected, will take the balance of the year to close out the big stock at special sales. Siegel, Cooper & Co. have been operating for a number of years under a special arrangement with creditors. It is understood that all claims for goods bought by the company will be paid. The store failed to make money partly as a result of its unfavorable location at the corner of State and Van Buren streets, and partly on account of bad management and loose financing. The building will be used by the government as a warehouse for army supplies as soon as the stock is moved over to the Boston Store.

* *

The Wabash Lamp Shade Co. has leased larger quarters on Wabash avenue. The business of this enterprising concern has been growing rapidly in recent years.

* *

The lack of high grade enameled ware is turning the people to the use of aluminum. Clerks in the housefurnishings departments of the big stores say that housewives are complaining that the enameled ware they are buying now checks and peels with very little use. The situation is somewhat complicated by the fact that factory representatives who handle aluminum goods declare that a famine threatens, owing to the

difficulty of getting raw material. While they have been able to give their customers satisfaction up to date, the situation has now become so acute that they say not all of the orders can be filled this summer.

* *

Charles McChesney, representative of the Condon Cut Glass Co., Toledo, O., has recovered from his recent illness and is again at his office in the Dickey Building.

* *

E. A. Hinrichs, local representative of the Onondaga Pottery Co., Syracuse, N. Y., recently made a trip to the pottery to look over production.

* *

Charles Patterson, buyer for Carson, Pirie, Scott & Co., has moved his office from the front of the floor to a more secluded position on the eastern side.

* *

Fire last Saturday caused \$75,000 worth of damage to the store of W. P. Nelson & Co., 614 S. Wabash avenue, dealers in art pottery, imported glassware, antique furniture, etc. Fully insured.

* *

The Chicago Cut Glass Co., Clinton and Van Buren streets, will soon go out of business, it is announced. Until recently the company maintained a display at 115 E. South Water street, in charge of Edward Koch.

* *

A. W. Boulton, former representative of the Jefferson Glass Co., has made connections with a few factories, and will represent them in Chicago and territory. He has taken space in the Dickey Building.

* *

Ed. Lewis, manager of the housefurnishings department of Carson, Pirie, Scott & Co., has triumphed in the suit recently brought against him for breach of contract by the Kaufmann Department Store, of Pittsburgh, Judge Landis having thrown the case out of court. Mr. Lewis is said to have made a contract to go with the Pittsburgh concern as buyer, but later was induced to remain at Carson's. The former waited until the expiration of the time covered by the contract, and then brought suit.

* *

Recently a number of crockery and glass firms have been solicited to move over on Michigan avenue, in buildings which will front on the new link connecting Michigan Boulevard with the Sheridan Road. Some of the firms, it is said, have looked favorably on the proposition, as the movement in the trade has been steadily eastward toward Lake Michigan. However, word has just been received from Washington, D. C., that unless the Board of Local Improvement can show that the link is absolutely essential work will not be allowed to start until after the war. Large quantities of steel would be required, and the government wants the

steel for war purposes. The present outlook, therefore, is that the work will not start until peace is declared.

SALES OF WAR SAVING STAMPS.

THE total sales of War Saving Stamps by the crockery, glass and allied trades to date is as follows:

	War Savings Stamps	Thrift Stamps
J. Wedgwood & Sons.....	25	148
Wimelbacher & Rice.....	8	42
Morimura Bros.....	93	3271
Geo. Borgfeldt & Co.....	183	1090
J. H. Venon, Inc.....	42	58
E. T. W. Craig.....	39	619
C. Dorflinger & Sons.....	10	67
K. J. Okajima.....		193
George H. Kamoi.....	8	
Wallach-Behrend Co....	\$126.50	
Tashjian Bros.....		45
Takito, Ogawa & Co.....	302	
W. S. Pitcairn Corporation.	17	407
Le Roy T. Pease.....	24	250
Edward Boote.....	33	523
Marcus Bist.....	\$30.00	\$12.50
B. Shackman & Co.....	14	280
Lowenfels & Co.....	3	351
Chas. M. Levy.....	3	100
Edward B. Dickinson....	7	104
Frank & Danziger, Inc...	9	10
Bryce Bros. Co.....	59	263
A. J. Fondeville & Co....	2	112
E. I. Horsman Co.....	45	224
Pairpoint Corporation....	20	459
Strobel & Wilken Co...	\$1,213.21	
L. Straus & Sons.....	157	431
Lazarus & Rosenfeld....	112	1520
Herman C. Kupper.....	258	313
B. Illfelder & Co.....	1	37
L D Bloch & Co.....	46	507
Leo Schlesinger Co.....		\$1,513.50
The Herbert Co.....	3	229
Bissell Carpet Sweeper Co	9	60
Empire China Works	32	430
B. Strasberger.....	12	72
Ed. Williamson.....		65
Wm. H. Plummer & Co...		35
John Simmons & Co.....	27	288
Wm. Dougherty.....	23	80
F. A. O. Schwarz.....	47	539
Steinfeld Bros.....	9	35
Higgins & Seiter, Inc	238	734
Fensterer & Ruhe.....	39	27
John L. Garvey.....	3	16
Edw. D. Soule		431
Gudeman & Co.....	3	50
Fostoria Glass Co	40	41
Ko Koyai.....		\$5.50
Theo. Haviland.....	11	
S. Biren.....		6
Vogt & Dose.....	1	57

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MAY 9, 1918.

ALL THAT ARE NECESSARY.

NEVER in the history of the crockery trade have so few new dinnerware shapes and decorations been offered to buyers. The English importers brought out some new things, and in fine plates showed a goodly number of decorations. The French did hardly anything in the line. The Japanese did well on fancy goods, but very little on new dinnerware designs. The domestic manufacturers also had a negligible array this season.

It is just as well. Buyers have not been anxious to take on new patterns, preferring that the factories put their forces on the old goods.

It has been the contention of this journal for years that there were too many new ones created each season—our point being that a really good pattern ought to run for an indefinite period.

One of the reasons for constant additions was because buyers were always asking for "something new." Naturally, they get tired of always seeing the same patterns, forgetting that what is "old" to them is new to ninety per cent of their customers. A woman buys a new dinner set not oftener than once in five years. She is not interested in dinnerware for that length of time, and the store might have a dozen, or a hundred dozen, new patterns in that five years and she would never know it.

The fact that for the past two years the world has gone along with only a few changes in dinnerware designs shows that it is not necessary to get out fifty or a

hundred new ones each year. A dozen will fill the bill.

THE TRADE'S SHARE IN THE LOAN.

MORE people in the crockery, glass and allied trades subscribed to the third Liberty Loan than to either the second or first. And subscribed more liberally, too. As is well known, the majority live in suburban towns. This year all these places made an extraordinary endeavor to "go over the top" locally. In many cases New York merchants divided their subscriptions, and in several instances gave all to the town in which they lived. New Jersey in particular profited in this way. Cities, towns and villages to the north of New York also helped to keep down the metropolitan total. One man who last year subscribed liberally to the New York fund this year gave \$25,000 to his home town. Another gave \$35,000 which ordinarily would have gone to this city. Many contributions of from \$500 to \$5,000 were thus diverted. Notwithstanding this, the trade went its last year's record \$137,160 better—the total being \$1,264,960, as against \$1,127,800 for the year before.

PERSONAL.

ANNOUNCEMENT is made this week that Thomas F. Stackpole, formerly with the J. B. Greenhut Co. as manager of the china, glass, lamp and housefurnishings departments, has been engaged by Lord & Taylor to open and assume charge of a housefurnishing department in their establishment. It is said that 25,000 square feet of space have been allotted for the purpose, and that the concern purposes making it one of the best departments of this character in the city. The general opinion in the trade is that a wise selection has been made in Mr. Stackpole, who has a very successful record as a buyer, coupled with unusual executive ability. He returned on Monday from a buying trip through the Middle West that took him as far as Chicago in preparation for the opening, which has been tentatively set for September 1.



Axel C. Hanes, traveler for C. Dorflinger & Sons, is back at headquarters after booking a very satisfactory amount of business on a trip through his territory.



When the fine spring days arrive the thought of wading a stream for trout is the first that occurs to a man who enjoys fishing. Edward Boote, probably the greatest enthusiast over the sport in the trade, and Kennard L. Wedgwood, who is not far behind him in

this respect, got the fever on Monday and started for Hackettstown, N. J., in the hope of making a fine catch.



J. J. Berger, formerly with the Geo. C. Lynch Co. and the Max Schaefer Co., has been engaged by the Robichek Co. to call on the trade in the metropolitan district as well as to supervise their new manufacturing department devoted to silk shades. A. Abrams continues with the concern under the reorganization plan, covering territory in the Middle West and West to the Coast. He expects to leave on a trip in the early part of June.



Ernest D. Wetton, of the Libbey Glass Co.'s road staff, who has just completed a long trip in the interest of the concern, and is now resting up at his home at Westfield, N. J., was in town this week to see some of his friends in the trade. They are always glad to have the opportunity of shaking his hand.



Charles F. Patton, with Koscherak Bros., is not letting grass grow under his feet these days. After only a few days' rest from an extended trip through the South he left for a circuit of his old territory through the New England States.



Charles Baum, the mirror plateaux manufacturer, who temporarily retires from business May 15 on account of ill health, as stated in last week's issue, expects to leave about June 1 with his family for Sullivan County, N. Y., where he will spend several months recuperating before taking up the reins again.



Mr. Habersbosch was in New York this week buying lamps for A. Hamburger & Co., Los Angeles. He is new to this market, it being his first trip here in the capacity of buyer.



S. O. Richardson, of the Libbey Glass Co., Toledo, O., is being suggested as Ohio fuel administrator to succeed H. H. Johnson, Cleveland, resigned.



As president of the New York Board of Trade and Transportation Lee Kohns presided at a meeting of that body last week and made an address on "Our Inland Water Ways," advocating a better use of the Erie Canal and other channels. He thought that the Erie Canal could be of much use to the crockery trade if there were boats for freight. Immediately after the meeting Mr. Kohns left for Williamstown, Mass., for a brief visit to his son, who is at college there.



Many of our readers will remember Edna Frankel, daughter of the late Theodore Frankel, and associated with him in business for a long time. A year ago she

married W. L. Wray, who was also in the office of Theo. Frankel. Last week she gave birth to a fine girl, and at this writing is doing well.



Nathan Straus, well known from his connection with the trade, and still more widely as a philanthropist, who was struck by an automobile while crossing Fifty-fourth street at Fifth avenue last week, is able to be about again after a few days' rest recovering from the shock.



Sherwood Craig Preston, who has been sales manager for Soy Kee & Co. for the past five years, resigned his position last week and expects to go on the road within the next ten days with two or three well-known oriental lines, after which he will probably establish an office and salesroom in a convenient location in the uptown district.



Kenneth Junor, son of the well-known Canadian crockery man, Wm. Junor, of Toronto, is reported among the missing. A lieutenant in the Canadian Aviations Corps, he has been flying over the great battlefield in northern France. No details are available. He is simply recorded: "Missing."



Chas. Hass, buyer for Raphael Weill & Co., San Francisco, who arrived here from Europe on Wednesday of last week, spoke well of business conditions in France and said he was able to get everything he went for. He left for home Sunday night.



J. S. McBride, buyer for Robertson's, Ltd., Kingston, Canada, went home Friday night after spending a week in New York. He expects to be back again next week.



E. A. Unger, New York representative of the East Liverpool Potteries Co., is helping his country by doing jury duty in the Supreme Court, and says he rather enjoys the experience.



E. J. Owen, Jr., who has been assisting in the management of the Southern Potteries, Inc., Erwin, Tenn., has been called to the colors. He left Erwin in charge of a squad from that place and will be stationed at Camp Jackson, Columbia, S. C.



Joseph Hurd came home on Monday from his Western trip for the W. S. Pitcairn Corporation.



Sergeant A. W. Boggs, the well-known crockery man of Chicago, has been called for service, and hereafter may be addressed at U. S. Recruiting Station,

526 South State street. In his letter notifying us of the fact he says that his only brother died April 13 at Chicago. The body was taken to their old home at Cadiz, O., and laid beside seven others of the family.



Talk about perseverance! E. C. Ledger, with the W. S. Pitcairn Corporation, who came home this week from a trip, says that he sold one man he had been calling on for nine years without results until now.



Julius Baer, of Louis Wolf & Co., came home this week from Lakewood, where he had been recuperating from a threatened attack of pneumonia, and left Wednesday night to spend the week-end at Boston.



In a long letter recently received J. H. Venon tells of his experiences "over there." His work in the Red Cross division causes him to do much traveling, and he is enthusiastic about his occupation.



Henry Witte, formerly of Bawo & Dotter, and now with Geo. Borgfeldt & Co., will soon sever his connection there to engage in a land proposition of large proportions in Florida. His associates will be men who were at one time in the crockery trade.



Other buyers in town were S. M. Averill, for Jordan Marsh Co., Boston; R. Kahn, for S. M. & R. Co., Chicago; R. A. Conliffe, for J. M. High Co., Atlanta; E. McDonald and W. W. Towns, for J. V. Farwell Co., Chicago; N. L. Clark, for Lipman, Wolfe & Co., Portland, Me.; J. H. McKeon, for Dutton's Roxbury Store, Boston; M. Feldman, Johnstown, Pa.; Mrs. S. Nachman, Newport News, Va.; F. A. Montel, for G. Fox & C., Hartford, Conn.; W. J. Day, Bradford, Pa.

THRIFT STAMP DAY A SUCCESS.

UNDER the stimulus of Thrift Stamp Day the sale of War Savings Stamps in New York, it was announced by the committee, had passed the \$12,000,000 mark. Reports from post offices and the Federal Reserve Bank showed a total of \$916,104 from the sale of stamps in six days, more than a third of this total being realized through the activity of 3,700 workers on Thrift Stamp Day alone.

The activity was even greater Tuesday than on Monday, and promised to continue for the week. At all the tents the workers carried on a flourishing business, especially in the busy hours. At Frankfort and Nassau streets the tents containing the remains of "Bill Hohenzollern," who died, according to the inscription

on his coffin, "of W. S. S. 1918," continued to attract throngs who cheerfully bought stamps for the privilege of driving nails into his imperial coffin.

In the department stores the thrift banks recorded large sales. In most of the stores a space near the main entrance was devoted to stamps, and at each counter the girls were instructed to call the attention of purchasers to the biggest bargain.

The pushcart peddlers of the East Side took an active part in the campaign. Looking down Rivington, Grand and Orchard streets, it seemed as though "Thrift Stamps" had been translated into every conceivable tongue. On every pushcart hung a large placard explaining that the Government would give \$5 in 1923 for every \$4.16 invested during the present month.

PERILS OF THE ROAD.

ON a recent trip South for the W. S. Pitcairn Corporation C. H. Hennings had a very unpleasant experience in Columbia, S. C. He was eating strawberries and cream when he felt a gritty substance, and upon examination discovered that it was powdered glass. He called the manager of the hotel, and it was decided to report the matter to the police. It so happened that a Secret Service man was among the guests, and he took the affair in hand. It was found that a handful of glass powdered to look like granulated sugar had been put in a big can of cream. When Mr. Ledger left the investigation was still going on.

But his troubles did not end there. He could not get his trunks, and on asking why was told they were being held by the police on a search warrant. He had come from Jacksonville, Fla., a "wet" town, while Columbia was "dry." Bootleggers had been using commercial trunks to ship liquor into Columbia, and his had been seized on suspicion. A visit to the Chief of Police, however, straightened out matters, and he was immediately given an order for their release. But before taking them from the station he insisted on having them opened to prove that he had no liquor and for the satisfaction of showing up the over-zealous guardians of morality.

BIG HOTEL MERGER.

FIVE of the big hotels near the Grand Central Station—the Biltmore, Manhattan, Belmont, Murray Hill, and the Commodore—and the Ansonia on the West side, have been merged into one corporation. When the Commodore is completed the combination will afford 6,000 rooms and accommodations for 1,000,000 people a year. Just think what a lot of crockery and glass will be used!

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity Forty-eight draftees left here last week for Camp Sherman, while from Wellsville others were taken.

Many of these were pottery workers.

Another lot is to go a little later, and still further inroads will be made in the ranks of the operatives. Several hundred from this city alone are now either at the front or in the camps.

* *

The Carrollton Pottery Co. has added hotel ware to its production and has enough Government business to occupy its shops for some time.

* *

The shortage of boys in clay shops is being overcome, in a measure, by the erection of more convenient stove rooms in a number of plants. Where this is done the capacity of clay shops is increased, as the boys do not have so far to walk, and their work can be accomplished with greater care and speed.

* *

All pottery towns hereabouts subscribed for more than their quota of Liberty Bonds. At Sebring the quota allotted was doubled. Wellsville, Steubenville, Salineville, East Palestine and Salem returned large oversubscriptions, while Chester and Newell, W. Va., did likewise. The workers took a far more active part in the current loan than in the previous offerings.

* *

The Novelty Clay Forming Co., Newell, W. Va., which has taken over the former Ohio China Co.'s plant at East Palestine, O., will start making clay there within a fortnight. Part of the equipment in the Newell plant has been sent to East Palestine. F. E. Owens, general manager, said this week that the Newell plant would remain idle.

* *

The demand for teas is the heaviest the potters have experienced in years. Not only are inquiries by mail numerous and urgent, but buyers are personally combing the market for the goods.

* *

Considerable interest was aroused here when the report was heard that the Siegel-Cooper stock in Chicago

had been taken over by the Boston Store, the sale being made on a valuation of \$1,750,000. Both concerns have been heavy purchasers of pottery in this market.

* *

Preliminary plans are being discussed for the erection here of a modern seven- or eight-story hotel. A site on Sixth street, in the rear of the Elks Home, is being considered. Large sample rooms suitable for displays of glass and pottery manufacturers during the January season are among the contemplated features of the house.

* *

A steady demand for Rockingham and yellow ware is noted. Bowls are in heavy request, and considerable advance business has been booked. The D. E. McNicol Pottery Co., which is the only yellow ware manufacturer in this district, is operating full capacity on this line. Teapots are also in heavy demand.

* *

C. L. Gray, formerly of the commercial department of the Cartwright Bros. Pottery Co., has retired from that organization, and is now devoting all his time to the business of the Clay Casting Co., at New Cumberland, W. Va. James Pidgeon, formerly in charge of the books of the National China Co. and the Thompson Pottery Co., is now active in the manufacturing department.

* *

Within the past fortnight a decided improvement in transportation facilities is noted. This is especially true of the West and South, but so far as Eastern shipping is concerned matters are not yet normal. Raw materials are being received in better time, and hundreds of packages held in warehouses here for weeks awaiting the lifting of embargoes have been permitted to go forward. Still, a number of packages are yet being held here awaiting the opening of different points.

* *

Construction is progressing upon the **Sebring, O.** continuous kilns at this place. Three are being built for testing purposes, one each for glost, bisque and decorated ware. Their completion

will cause a decided increase of and more steady production. An important factor entering into the improvement is the fact that labor troubles in the kiln department will be practically eliminated. Other pottery manufacturers are closely watching the outcome of the experiment.

KEEPING HIM BUSY.

THE following, from Lieut. Wm. E. Bown, son of Lew H., the well-known manager of the Buffalo Pottery, will be read with interest by those who know the young man:

April 7, 1918.

DEAR MOTHER, FATHER AND SISTER: I received your letters of March 12th and 7th and Cleora's of March 12th. My mail is delayed three weeks because of continual change of cantonment. Have been given command of Co. M. T. C. 372, Motor Supply Train 409, attached to French. Have not slept for four days. Sent immediately with company of men and eighteen new Pierce Arrow five-ton trucks for immediate work. One order after another—but I like it. Good health. Wish I could write more, but must censor men's mail first.

All my love,

BILL.

IN NEW QUARTERS.

A. J. FONDEVILLE & CO. are now comfortably installed in new and commodious quarters at 9 and 11 East Sixteenth street. These possess numerous advantages over their old location. They are up only one flight, and have better offices than before, besides an additional room where private conferences may be held. The passenger elevator is at No. 16.

LOOK OUT FOR HIM!

A MAN of good appearance, about twenty-five years old, five feet ten inches tall, wearing a neat dark suit and Fedora hat, and speaking with a soft Southern accent, entered Morimura Bros.' early one morning last week and introduced himself as "R. W. Goodwyn," son of W. R. Goodwyn, of the Memphis Queensware Co. He said that he had expected to be met here by his uncle, but, instead, had received a telegram saying that the latter would be delayed. He was out of money, had had no breakfast, and wanted to borrow twenty-five dollars until his uncle came. When questioned, he proved himself well posted about Memphis and the personnel of the firm. He was given a dollar to get his breakfast, and told to return at two o'clock. Meanwhile a telegram was sent to Memphis by Morimura Bros. concerning him. The reply was: "Loan no money on our account. Nobody by that name with us."

Needless to say, the man did not show up at two o'clock.

Inquiry in the uptown district disclosed that a man answering the same description had a day or two before asked for a loan of fifty dollars from Cox & Lafferty. His story in this case was that he had come from Zanesville to go to Boston to attend the wedding of his brother. Stopping over in New York, somewhere between the railroad station and the Biltmore his pocket had been picked. He claimed to be the son of a man who has a large interest in the Brush-McCoy Pottery Co. It was imperative that he have the money at once, as he had to catch the one o'clock train; otherwise he would miss the wedding. His story was very slick; but as he was unknown to anybody at Cox & Lafferty's and showed nothing to identify himself it was proposed that the Brush-McCoy Co. be called up on the telephone. He was quite indignant at first that his word should be doubted, and left, saying he would try elsewhere.

NOTHING SLOW ABOUT THIS.

ON Sunday, April 28, R. E. L. Wells, with L. Straus & Sons, entertained a soldier. They parted early in the evening, the man to report at a nearby camp before "taps."

On Wednesday, May 1, Mr. Wells received a letter written on Canadian Pacific stationery, but with no town given, and post-marked Tuesday, April 30, 2:30 p. m., in which the friend said: "When you receive this I shall be over on the other side."

On Monday morning, May 6, Mr. Wells received a letter from the War Department at Washington, post-marked Saturday, May 4, stating that his soldier friend had arrived at a European port. That would make it six days from New York, provided he left Sunday night, or five days if he left Monday.

It seems incredible; but Mr. Wells has the envelopes bearing the post-marks.

WILL GO EASY ON ORIENTAL GOODS.

THE third restriction list, now in preparation by the War Trade Board, will differ from the two previous lists by not prohibiting absolutely the importation of goods from Japan and China, according to information recently gathered.

It is expected that the restrictions will be made upon a percentage basis. The War and Shipping Board officials have compiled statistics showing the quantities of the commodities, which will probably be named on the third list imported into the United States during

Continued on page 22.

K. T. & K.

“AMERICA”

DINNERWARE

worthy its name.

EAST LIVERPOOL, OHIO.

New York Office, 10 West Twenty-third Street.

E. W. HAMMOND CO.

1917, and a certain percentage of the total amount brought in for the year will be permitted entry under the new arrangement.

While it is denied that pressure has been brought to bear to bring about a more favorable attitude in regard to the restrictions placed upon Chinese and Japanese commodities, the impression prevails in import circles that the third list will be less drastic as concerns Oriental products.

Importers and representatives of the War Board have held almost daily conferences in efforts to arrange matters so that as little inconvenience as possible might be caused the foreign trade of the country.

UNUSUAL GOLD DECORATIONS.

JESSE DEAN, INC., who have achieved an enviable reputation for original and high grade ornamentations, have added to their laurels by the addition of an unusual decorative scheme. China all covered with gold is not new, but this is different from any heretofore seen. At the warerooms of Haviland & Abbot is a line consisting of fancy articles—bonbons, trays, toilet requisites, bowls, chocolate sets, plates, etc.—in all-gold or gold with colored lustre linings. The great feature is the beauty of the incrustation, not only in design, but wonderful execution. The work looks as if solid gold had been engraved by a skillful hand. It is not stretching the truth one bit to say that no one has ever produced anything as fine. For their educational value alone the goods are worth inspection.

BUSINESS BRIEFS.

Fire at Braddock, Pa., May 2 caused a loss estimated at \$1,000 to the Woolworth store at that place.

* *

An inventory of the estate of F. F. W. Krenning, former vice-president of the Krenning Glassware Co., St. Louis, who died March 30, shows personal property valued at \$33,200.

* *

Geo. Borgfeldt & Co. have leased the third and fourth floors of their building to a firm of army contractors. Already the stock of china has been moved, and probably by the first of next week the new tenants will be in.

* *

An extensive line of glassware is being featured in the new Metropolitan Five to Fifty Cent Store, which has opened its first establishment in Pittsburgh on Fifth avenue in charge of F. H. Gadkl. This is the thirty-

eighth of a chain of eighty-six stores controlled by the company.

* *

Harry Pickhardt, manufacturers' agent, this city, last week took an order for 500,000 tin lamp shades, to be shipped as fast as they can be made to the American cantonments in France. He hopes to have the order completed within three or four months.

* *

A petition in bankruptcy has been filed against the United Bottle Machinery Co., 90 West Broadway, this city, by these creditors: T. Ballantyne Hamilton, \$37,000, for money loaned; George Alexander, \$1,500, salary as president and treasurer; Peter C. Doyle, \$400, salary as secretary and factory manager.

AS in a game of cards, so in the game of life, we must play what is dealt to us; and the glory consists not so much in winning as in playing a poor hand well.—JOSH BILLINGS.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—An experienced packer by a crockery importing house. Steady work and good wages. Apply to GEO. F. BASSETT & Co., 74 Park Place, New York.

FOR SALE.

FOR SALE.—A very successful china, glass and kitchen hotel supply business catering exclusively to hotels, restaurants, lunch rooms and cafeterias. Only place in the city or State; no competition. Stock clean and well-assorted. Satisfactory reasons given for selling. Located in a city of about five hundred thousand. Address A168, this office.

WARNING.

WE hereby caution the trade against the purchase of cut glass which shows an infringement of our "White Rose" or "Combination Rose" or any other similar designs that we make, or should make, in any arrangement or cuttings using this rose design, Patent No. 48,443 of January 11, 1916; Series of 1900, No. 56,810. At the same time we hereby serve notice on the manufacturers who are producing such cut glass that we intend protecting our interests to the fullest extent.

IRVING CUT GLASS COMPANY, Inc.

HONESDALE, PA., April, 1918.

CROCKERY and GLASS JOURNAL

NEW YORK, MAY 16, 1918.

CONDITION OF TRADE.

New York Never in the country's existence has the South been in such a prosperous condition. Cotton is selling at from twenty-five to thirty cents cash, the crops of vegetables and berries are abundant and bring good prices, and labor is getting exorbitant wages. The cantonments in various sections add to the circulation of money; and everybody knows that Uncle Sam is lavish in expenditure. Hark back to the time when the slogan was "Buy a bale!" and compare the hysterical fright of the planters then and conditions now. Then look over the files of the CROCKERY AND GLASS JOURNAL, and you will find that it foretold the present condition. Yes, the South to-day is the richest section of the land. All the travelers who have visited that territory report good business. Would that the same could be said of the rest of the country!

With regard to general trade a queer condition prevails. Every manufacturing plant has more orders than it can fill, and yet business is dull. At this season of the year that is to be expected in ordinary times. But these are not ordinary times. No dependence can be placed on deliveries, and there is little likelihood that this condition will be changed for months to come. By the time goods now on order are delivered they will practically all have been sold. If it takes as long to get goods in the future as it has in the past many dealers will be short of stock, and the last condition will be worse than the first. As it is, goods ordered for spring delivery are still undelivered, although beginning to

come in. Goods for fall consumption will be late. Then, is it to be expected that goods for holiday and early spring delivery will be available? Certainly not. Will there be a retail demand, and will it be advisable to anticipate it? Most decidedly. The over-subscription of the Liberty Loans is an evidence of the wealth of the country. The interest on \$10,000,000,000 will buy a lot of merchandise, and that amount is close to what the Government has borrowed. Why reiterate the matter of high wages and government contracts to prove that there will be a lot of money in circulation?

Just now retail trade is very quiet. But does anybody think for a moment that it is anything but a temporary condition? Interest on the Third Liberty Loan bonds began to accrue May 9th, and payments begin in three months. Another loan? Sure! And it will be taken up readily, just as the others were. The great majority of the population is prospering as never before, and there will be money to spend on crockery and glassware.

East Liverpool and Vicinity

Owing to the shortage of labor and other untoward conditions the potteries in this district are operating at only between sixty-five and seventy-five per cent of capacity at present. It is estimated that since the war started the industry here has lost on an average of from one to two men per kiln. Mail business is active, and buyers continue to visit the district, placing liberal orders.

Pittsburgh and Vicinity

A slight improvement in the demand for decorated glassware is noted. Plain blown ware is not in heavy request, and tableware is also limited in movement. Tumblers, especially the pressed lines, continue in heavy demand. Lighting glassware is in normal request. Government business is of course given first attention in all lines called for.

ALL HELPING.

EMPLOYEES of the Pittsburgh Lamp, Brass and Glass Co. at Jeannette, Pa., have placed in the factory donation boxes into which workmen may drop their spare change for the purchase of tobacco and cigarettes for those workers now in the service of their country. The relatives of members of their local union who meet death, from any cause, are to be paid \$150, a death benefit fund having been created to this end. To meet this obligation it was decided by unanimous vote to contribute all money received for pot-setting. These workmen are paid approximately \$300 quarterly for setting pots, so that their voluntary offering in this respect will aggregate approximately \$1,200 yearly.

WILL IN TURN AFFECT GLASS MAKERS.

MANUFACTURERS of foodstuffs using sugar, with the exception of those listed in a small preferred class, are to be rationed by the United States Food Administration and their supply cut down to eighty per cent of the amount used prior to November 1, 1917.

Firms which started in business or expanded their plants after that date will be cut to fifty per cent of their requirements, and firms which began operations or increased their production after April 1, 1918, will be cut off entirely.

These rules were announced as effective on May 15, and have been adopted in order to assure sufficient supplies for home canners and the commercial manufacturers of jams and other foodstuffs regarded as essential. Producers of non-edible products will be forced to go entirely without sugar, as a survey of the stock on hand and that which will be available during the year has made it evident that careful conservation measures must be adopted.

The candy and soft drink trades will be affected by the new regulations, but it is believed that, in the manufacture of candy, substitutes, such as nuts, can be used, without appreciably reducing quantity production.

Included with the confectionery and soft drinks in the rationing system are condiments, soda water, chocolate, candies, beverage syrups, flavoring extracts,

chewing gum, cocoa, sweet pickles, wines, cereals, and invert sugar.

Manufacturers of essential foodstuffs will be permitted to buy sufficient sugar to meet their full requirements.

In this class are some preservers and packers of vegetables, catsups, and chili sauce, fruit and milk, manufacturers of jam, jelly and preserves, tobacco and explosives, apple butter and glycerine, ice cream (not including sherbets and water ices), druggists (for medicine), and producers of honey.

OUR NEED FOR ENGLISH CLAY.

WHY do our manufacturers pay the high freight rates now necessary in order to obtain clay from England? Last year we imported more than 250,000 tons. A great part of this clay comes over in steamers loaded full, and the rest in big steamers loaded with clay up to fifty per cent and more of their maximum carrying capacity. These ships put into Fowey, England, for their freight. To get this clay on and off the boats requires ten days on each cargo. An insignificant percentage of the clay is shipped as ballast. This represents small lots loaded into big liners at Liverpool. But it will be seen that the importation of English clay consumes an important amount of ship tonnage measured in days' time lost because of natural delays incident to the transport of this freight.

There is, as we all know, an abundance of clay in this country. A great deal of high grade clay is produced here, and of a character suitable for pottery, porcelain, and other articles which require clays of special excellence in their manufacture. But not much over half of clay of this grade that our industries require is domestic. We have not been able to develop and equip our deposits fast enough to make these English clay imports unnecessary. In fact, it is doubtful whether we will produce as much high grade clay in 1918 as we did in 1917. Our manufacturers want the clay, but they can not get anywhere near as much as they want. The reduced output is due to railroad and operating conditions, and is not related to the character or size of the deposits, which are capable of large production.

The reason of the preference for English china clay lies in the fact that domestic producers do not mine their clay quite as cleanly as their English competitors. Nor is the domestic clay as uniform in character. It will not bring the high prices paid for English clay. But more could be sold if it could be produced and carried to its market. Still more could be marketed if cleaner, more uniform clay were produced, for in that event the consumers would use a greater percentage of domestic and correspondingly less English clay in their mixtures.

THE RETAILER AND THE TRADE ACCEPTANCE.

NO clearer exposition of the value of trade acceptances has come to our desk than the following article by George Woodruff, president of the First National Bank, Joliet, Ill. It is concise, comprehensive and lucid. While addressed specifically to the retail merchant, it is applicable to all. Its careful perusal is recommended:

During these times of tremendous national endeavors, when we are making over on more efficient lines so many of our time-honored institutions, it is not surprising that our outgrown and wasteful system of open book accounts should come in for the criticism which it so justly deserves. As a result of this criticism Government officials, bankers, manufacturers, jobbers and wholesalers generally are coming to the support of the trade acceptance as the logical successor of the open book account. We find, though, that as yet the retail merchant has not displayed an equal enthusiasm for the adoption of this improved credit system, due doubtless to the fact that he has been thinking of trade acceptances from the standpoint of the wholesaler rather than from his own.

As a matter of fact, no one class of business men will profit more from the trade acceptance system than the retail merchant, for no other class is more often taken advantage of by those who purchase goods on credit.

Bankers have long been familiar with the complaint of the merchant that he was compelled to sell on credit and that the thirty days' credit which he granted was usually strung out to ninety days, four months, or longer. This carelessness about paying up naturally led to collection costs, litigation and bad debts, not to mention the loss of interest on the money tied up.

Then, too, what merchant hasn't complained at various times because his banker insisted upon the "two for one rule," declining to loan the merchant more than 50% of the accounts receivable shown on his statement? And how often has the average merchant, especially in small towns, been hampered by the "10% rule," under which, regardless of the security offered, he could not borrow an amount in excess of 10% of the capital and surplus of the bank?

When the retail merchants of America realize that all of these troubles can be largely abolished by the adoption of the trade acceptance they undoubtedly will rally to the support of this system with an enthusiasm unsurpassed by that of any other class of our business men.

The adoption of the trade acceptance by a merchant merely means that he will send a letter to his customers at the end of the month when he sends out the invoices for the past month's accounts and that he will attach to each of these invoices a trade acceptance prop-

erly filled out. In the letter he will call attention to the desire of the Treasury Department and the Federal Reserve Board to have the credit of America in the most liquid condition possible as a basis for the successful financing of this great war. He will call attention also to the desirability of having credit instruments called trade acceptances take the place of the old-fashioned open book accounts, which are unavailable as a convenient basis for loans. He will state that each customer is urged to do his part in relieving unnecessary strain on the country's financial resources by sending a check in payment of his account promptly at the end of each month, but that when this is sufficiently inconvenient so that an extension of credit is necessary he will "accept" the trade acceptance attached to his invoice in return it was evidence of the fact that he wishes to take advantage of the credit terms stated therein.

If the customer returns a check the merchant will charge the account off his bills receivable ledger, marking the account "paid by check." If the customer returns the trade acceptance the merchant will make a similar charge, marking the account "paid by trade acceptance."

In this way each account will be settled up and taken off the books every month, and the bothersome account of long standing with its many entries representing purchases and its many payments of odd amounts "on account" will be done away with.

When these trade acceptances are received the merchant can take them to his bank and discount them for approximately 100% of their face value instead of 50% as with the open book accounts, and the "10% rule" does not apply to them unless trade acceptances for an amount larger than 10% of the capital and surplus of the bank have been accepted by some one customer, in which case the "10% rule" would apply to the acceptance of this one customer only. Furthermore, the rate of interest often will be somewhat lower than the rate on the old-fashioned single-name note, because the bank can turn the acceptance over to the Federal Reserve Bank at a preferential rate and thus make a good profit for the bank as well as save money for the merchant by the lower rate granted him.

All of the conveniences of the open account can be retained, such, for instance, as the right to make partial payments, which can be arranged with the bank; and if the customer is not able to meet the trade acceptance when it becomes due and the merchant wishes to help him out he can do this by having the customer sign a promissory note with interest, so that the merchant grants him the favor of an extension, but without the loss of interest that occurs under the old system. Trade acceptances are never given for renewals or old accounts, as these should always be settled with notes drawing interest.

Trade acceptances make it necessary for customers to pay up within a reasonable time after the goods are

bought, and the merchant does not continue to carry the old, long-drawn-out account which made it possible for his customers to buy of him "on tick" and at the same time use their money to buy from mail order houses. The merchant complains about mail order competition, but in a majority of cases he himself is financing these very mail order purchases through the old fashioned trouble-producing open book account.

The time has come for merchants in each community in our country to get together and agree to adopt the trade acceptance as the universal business custom for all. Self-interest compels it, efficient business methods necessitate it, and patriotism demands it.

SUMMER BUSINESS.

EVERY summer many retail merchants have an attack of heart failure as they contemplate the three months of hot weather ahead of them. It's the vacation period of the year—when the current of activity slows down a bit and less attention is paid to business and even to housekeeping.

When the merchant looks about his store and sees the well-filled shelves and showcases, and the idle staff of clerks, who are not earning their salt, and realizes that the overhead expenses are running along just the same as in fall and winter, when his place is filled with customers, it would seem as though he had some grounds for feeling blue over the outlook.

There is, however, another and a far more attractive side to the picture, if these same depressed-in-spirit business men could only see it, writes Frank LeRoy Blanchard in "Playthings." Summer may not be the best time in the year to sell many lines of merchandise, but there are plenty of others that might be pushed as successfully as at any other time in the year.

I fancy I can hear someone say: How can you expect to have a good trade in summer, no matter what you may do, when half the people are away on vacations? In fact, figuring as closely as you may, you cannot show that twenty-five per cent leave town. Men and women who work in the big factories, in the shops and in many offices do not, as a rule, have vacations given them by their employers; and if any of them choose to take a rest they are not away from home more than one or two weeks.

It is only people having incomes of \$2,500 a year or more who can afford to send their families away for the summer. The wealthy close up their houses and perhaps go abroad, or occupy a villa at a fashionable shore or mountain resort; but their number, when compared with the entire population, is small.

If seventy-five per cent of a city's inhabitants remain in town, the merchant's clientele, with whom he might do business, is not so small, is it? These people

have wants to satisfy in summer as in winter. You don't find anyone saying to himself when July 1 comes: "I am not going to buy another dollar's worth of goods until September."

People are not built that way. Their summer needs may not be the same as their winter needs, but they are just as imperative and just as liable to fulfillment. What an endless lot of things there are that people want at this time of the year, because they contribute so much to their personal comfort! If we wish to sell these goods we must be just as aggressive, just as painstaking, and just as anxious to please as at any other time of the year.

Instead of cutting down advertising space, the live merchant will have so much to say about the things he has to offer that he will feel like taking more space. Think of the attractive things that might be written about the thousand and one articles that belong to modern summer life.

He who will study to make his advertising readable and appealingly attractive will be able to draw people to his store, even though the mercury may be trying to knock the top off the thermometer.

But the retail merchant must not depend entirely upon his advertising, however cleverly written it may be, to win the hearts of his customers, and induce them to part with their money. The store ought to be made to look "summery." Electric fans, plenty of ventilation, decorations that suggest woods and fields, a few cages of birds, clerks in white or light clothes—all add to its attractiveness.

The art of creating a demand for an article is one that every merchant should cultivate. Possible buyers are being developed every day. The mechanics, the clerks, the professional men, are acquiring new wants with increased incomes. The farmers have more money to spend and live better than ever before. The merchants must show them their needs and then furnish them the goods.

The summer is the right time for laying plans for the fall business, for redecorating or making changes in the arrangement of the store, for drilling the clerks in the principles of up-to-date salesmanship, for devising better methods of handling goods, for getting a better knowledge of local conditions, etc.

In short, the summer should be welcomed by the merchant for the opportunities it gives him to sell a distinctly different kind of goods than he handles the rest of the year—goods in which the profits are large—and it also affords him a chance to take a long breath and prepare for the feverish activities of a busy fall and winter.

"WILL you tell me the best makers of camisoles?" a man asked recently; and to the surprised look evoked by the query repeated: "Camisoles. You know—those things they cook in."



Pointers for Buyers.



Where Live Merchandise May Be Obtained.
Tips to Dealers Looking for Ready
Sellers.

SEASONABLE JAPANESE GOODS.

Morimura Bros. are offering a great variety of goods for summer use—porch and veranda pottery, lanterns, bird cages, flower-holders, and a lot of other attractive things to make the country home beautiful, together with an almost endless array of china, both useful and ornamental. All these goods are in stock ready for immediate delivery, and dealers should be quick to avail themselves of the opportunity of getting desirable merchandise.

DAINTY TOILET REQUISITE.

What gives every promise of developing into one of the biggest sellers of the season in this class of goods is the "Bass Kewpie Powder Puff," a live little utilitarian and ornamental item gotten out by E. & J. Bass, Inc., 610 Broadway. The article is pictured in the concern's advertisement on another page of this issue. The quaint little Kewpie, gotten up in filmy laces and frills, is part of a practical powder puff which rests in a delicate blue, pink or yellow glass container—just the shades to take milady's eye.

HOUSEHOLD REQUISITES.

Max Loewenstein, specialist in specialties, has just put on the market a little novelty that is sure to "catch on." It is a glass cone into which half of a lemon may be inserted, and the whole then put into a regular lemon-juice extractor. A twist or two, and the work is accomplished. The fingers are not soiled by contact with the fruit, nor the latter by contact with the fingers. Another simple and effective household requisite is a double-wire frame fashioned to fit an ordinary water faucet and hold an inverted tumbler. Like the rest of his specialties, these also bear the name "Magic."

COLOR CUT GLASS.

In addition to the Co-operative Flint Glass Co.'s and the Industrial Glass Co.'s products, Demorest & Co., 156 Fifth avenue, have secured the representation of the Frontier Cut Glass Co.'s line for the metropolitan market. The latter concern makes a very comprehensive and strong assortment of light cuttings, specializing in unusual designs and values. A feature of

the line is its wide range of patterns and prices. Besides many cuttings on plain crystal, among which is a patented design known as No. 27, consisting of a fine parallel dot and line pattern topped with a clever fern leaf and floral border, there are complete lines in a matt iridescent blue, polished iridescent blue, and matt lavender. Then there are amber, burnt orange, claret and gray blue in iridescent effects, with clever floral designs adorning them. Many unusual styles in iced-tea, water and grape-juice sets are on view, together with a number of pretty cuttings and shapes in vases.

DOMESTIC DINNERWARE.

E. V. Weiss, local manager for the Saxon China Co. and French China Co., is exhibiting at 874 Broadway a list of dinnerware patterns from these concerns that are considerably above the average in attractiveness. There are pretty sprays, all-over patterns and border arrangements of every description, ranging from the conventional styles to distinct departures from the usual treatments. The shapes have been selected with excellent judgment.

NEW STEMWARE.

E. Torlotting has added a number of new stemware designs to his line of glassware specialties. They have an individuality of style that is very striking, and are a decided acquisition to the exhibit.

HOT WATER MEAT DISHES.

Two practical as well as beautiful items for table service have just been received from the Buffalo Mfg. Co. by Max Hirsch, the factory's representative here. One is a covered hot water chop plate, the metal parts being of copper, heavily nickel-plated and highly polished. The plate itself is of china in a pleasing all-over floral pattern. The other is a covered meat platter in two sizes. Both may also be had in silver-plated finish.

GOLD-DECORATED GLASSWARE.

During the past year the Bonita Art Co. have so changed and improved their line of decorated glassware that any buyer who has not seen it recently has a surprise in store; A visit to the salesroom of Cox & Laf-

ferty, 1140 Broadway, their New York agents, will disclose a variety of high class decorations in coin-gold treatments, alone and in combination with the concern's "cameo etchings"—a special process employed by this factory exclusively, by which is produced some of the most artistic effects imaginable. There are also a variety of other treatments on stemware and novelties.

GOVERNMENT LEASES TWO FLOORS IN BORGFELDT BUILDING.

A PATRIOTIC achievement in which Geo. Borgfeldt & Co. take great pride is the fact that they have leased to the textile branch of the Quartermaster's Department the third and fourth floors of their twelve-story establishment for the duration of the war. Many others were under consideration, and the location, facilities and equipment were deciding factors in their selection by the Government.

The offering of these lofts is characteristic of the spirit of American merchants in doing their bit for Uncle Sam, and the Borgfeldt organization is to be complimented on meeting the necessary requirements so promptly.

NEW EXPORT RESTRICTIONS.

ON and after May 13, 1918, applicants, before filing applications for license to export any commodity to Great Britain, France, Italy or Belgium, must obtain thereon the written approval of the mission in the country to which the exportation is to be made. To secure this approval, applicants should forward their applications duly executed in triplicate, with proper supplemental sheets thereto attached, to:

The British War Mission, Munsey Building, Washington, D. C., for shipments to the United Kingdom.

The French High Commission, 1954 Columbia Road, N. W., Washington, D. C., for shipments to France.

The Italian High Commission, 1,712 New Hampshire avenue, N. W., Washington, D. C., for shipments to Italy.

The Belgian Commission, Room 202 Council National Defense Building, Washington, D. C., for shipments to Belgium.

One copy of approved applications will be forwarded by the missions directly to the Bureau of Exports, Washington, D. C., one copy retained, and the other copy returned to the applicant for his convenience in keeping a record.

Applicants will be required to agree with the War Trade Board not to purchase nor acquire for export,

nor to take any steps in the process of producing, manufacturing or fitting for export, the articles specified in the application until an export license has been duly granted.

AWARDED THE LEGION OF HONOR CROSS.

AT the outbreak of the war, Louis V. Twyeffort, of New York, resident manager of the Paris branch of George Borgfeldt & Co., was one of the first Amer-



LOUIS V. TWYEFFORT.

icans to volunteer for the American Ambulance Service, of which he is now vice-president. He has just been awarded the Cross of the Legion of Honor for his services.

INFORMATION WANTED.

ANYONE knowing the address of relatives of Agnes Gleason, who died in St. Francis Hospital, 144th street and St. Ann's avenue, on Wednesday of last week, will confer a favor by notifying the CROCKERY AND GLASS JOURNAL. She had a sister who is supposed to be employed in a cut glass establishment, and who visited the girl at the hospital on the Sunday previous to her death, but whose address cannot be found.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Reports have been given rather wide publicity hereabouts that the Tarentum Glass Co. would immediately rebuild its plant, recently destroyed by fire, but an official of the company said this week that such reports are contrary to the facts. The insurance adjusters have not yet completed their work, and future plans will not be considered until these reports are in. The present high cost of building material is also a subject that is to be considered by the company in reaching a decision concerning its future policy. President Brackenridge, of the Tarentum Co., said this week that as soon as rebuilding plans were decided upon due notice would be given the trade.

William M. Anderson, for many years associated with the management of the Ripley Glass Co., at Connellsville, Pa., has formed the Capstan Glass Co., of this city, and purchased the aforesaid plant. Although said to be worth over \$300,000, it was recently reported that the officials of the Ripley company had agreed to sell the property for less than \$100,000. Glass food containers will be the main product of the new concern. The Ripley plant has been idle for several months. It made a feature of lighting glassware, but had a line of display jars, the molds of which were taken over by the United States Glass Co. The Connellsville plant will be made ready for operation as early as possible.

M. A. Quay, of the Manufacturers' Light and Heat Co., which furnishes gas for industrial purposes to glass and pottery plants in the lower Ohio Valley, says that the proposed increase of its rates is due to higher overhead charges. Both material and labor have a continued upward tendency.

A number of jobbing interests have hit upon the idea of anticipating their future requirements by having glass manufacturers make up large orders and then hold such packages for their account. Invoices are rendered the jobbers as soon as the ware is packed, just as if the merchandise had been shipped. The jobbers

hold that by his method they have a stock always to draw from, are not subjected to delay in the receipt of freight at their local warehouses, and that customers can be supplied direct from stock, shipments being made from the factories.

Clyde F. Hartman, who leaves Sunday night next for the South and Southwest with the lines of the United States Glass Co. for a six weeks' trip, will likely be called in the next draft. He is in the first class.

Marion G. Bryce, president of the United States Glass Co., has returned to his desk after making an official visit to all the Western plants of the organization.

Decorated glassware is in slightly increased demand. Coin-gold decorated blown and stemware is having a steady call, and as a result decorating shops are more active than for several months.

Plain blown glassware is not experiencing the demand manufacturers would like to see. On account of the increased cost of these lines many buyers are specifying pressed ware.

Handled flower baskets are in popular demand this season. Some manufacturers have been favored with liberal orders from cutting shops, while plain lines have been in good request by the department stores. The call for pressed vases is also good.

Thomas W. Morris, for several years secretary of the Western Glass and Pottery Association, and well known to pottery and glass manufacturers and salesmen, will leave this city June 1 for New York, where he will be permanently attached to a news association office.

It is easier for glass manufacturers to obtain raw materials now than for several months. The car situation shows an improvement, both for raw material loading and for shipping of finished products.

Large Government orders for glassware have been

recently placed with factories in this district, and the specifications call for a lot of it to be delivered on or before June 1.

Display jars are being ordered in very liberal quantities by the jobbing interests. Factories featuring these lines report an active business throughout the early part of the year, and that advance orders are heavier than at this time last season.

NOW FOR THE RED CROSS.

A MEETING of crockery and glass men was held in the rooms of the Crockery Board of Trade last Tuesday, called by J. F. O'Gorman, who has been appointed chairman of the crockery, glass and allied trades committee to aid in the drive to raise \$100,000,000 for the Red Cross.

Among those present were W. S. Pitcairn, Ed. Craig, D. King Irwin, Julius Rosenfeld, Henry Witte, John Nixon, J. D. Dithridge, E. I. Horsman, A. S. Ferguson, De Witt C. Baker and Leo Schoenthal. E. C. Worden, of the Red Cross Committee, was there to explain the object of the meeting.

Sub-committees were appointed in the various niches of the trade to take up the matter.

AT CHICAGO.

BUSINESS has been good during the past week. The factory salesmen are finding no trouble in booking orders, but the factories are very slow in filling them. As a result the salesmen receive letters from customers which prevent them from resting easy at night.

W. C. Coleman, of the Burley & Tyrell Co., said this week that he looks for a continued shortage of production after the war. "By this I do not mean imported goods alone," said Mr. Coleman, "but domestic goods as well. I believe that prices will come down after the war, for they are abnormal now. Whether or not they will come down as far as former levels is another question."

E. E. Ault, traveler for Earl W. Newton and Associates, has returned from a trip through Middle Western territory.

A. H. McAnulty is making a trip this week to Toledo, Cleveland, Detroit, and other points.

Eugene Pike, former Pacific Coast representative of the Jefferson Glass Co., who has been called to take charge of the Chicago office, is now comfortably settled

in the Mallers Building, to which the company recently moved.

S. S. Sollberg, representing the Sioux City (Ia.) Crockery Co., and E. E. Rietz, with the C. E. Wheelock Co., Peoria, Ill., were in the city for several days last week. Both were on their way Eastward to hurry up shipments for which they are waiting.

Ed. Lewis, of the housefurnishing department of Carson, Pirie, Scott & Co., has returned from a short Eastern trip.

C. E. Jackson, of the Warwick China Co., was in the city last week.

Harry L. Sexias, who represents Edward Boote, New York, was showing his samples here during the week.

E. E. Fricke, who is in charge of the Chicago office of the Phoenix Glass Co., has returned from a short trip on the road.

Arthur Harrison, who represents the Gleason-Tiebout Glass Co., of Brooklyn, N. Y., has returned from a trip through Middle Western territory.

Hugo Pick, of Albert Pick & Co., spent the week out of the city on business connected with the pottery and glassware supply of the company.

Arthur J. Bennett, president of the Cambridge (O.) Glass Co., was recently visiting in Chicago.

Henry R. Shirley, traveler for Maddock & Miller, New York, was in Chicago last week.

Guy Crooks, of the Crooksville (O.) China Co., was visiting J. E. Boring, local representative of the line, last week.

W. E. Corey, representing the Mitchell, Woodbury Co., Boston, was calling on the local trade last week.

Dana Richardson, former retail buyer for the Burley & Tyrrell Co., has returned from an extended trip to California.

The future of the Palmer House may be affected as the result of the death of Mrs. Potter Palmer, which occurred last week at Sarasota, Fla. While once the most famous hotel in the West, it is now considerably behind the times, as hotels go, and extensive remodeling may be done by the administrators of the estate.

S. O. Paull, of the Eagle Glass and Mfg. Co., Wellsburg, W. Va., was a visitor in the city last week.

Peter Rinkin, buyer of crockery and glassware for

the Boston Store, is getting ready for his first big sale based on the stock acquired from Siegel, Cooper & Co.

Among visiting buyers last week were Frank Heinecke, for the W. T. Ducker Store, Quincy, Ill.; Charles Niederman, Guthrie, Okla.; Emil Kaufman, Denver; Fred Bell, Bluffton, Ind.; Ed. Wilson, Kalamazoo, Mich.

THE HONOR ROLL.

AMONG those who are valiantly serving their country is Frank O. Muessig, son of the well-known



FRANK O. MUESSIG.

East Liverpool representative of B. F. Drakenfeld & Co., C. Nick Muessig. He enlisted early in 1916, and is now on the warship Utah.

SALES OF WAR SAVING STAMPS.

THE total sales of War Saving Stamps by the crockery, glass and allied trades to date is as follows:

War Savings Stamps	Thrift Stamps
J. Wedgwood & Sons.....	32
Wimelbacher & Rice.....	8
Morimura Bros.....	107
Geo. Borgfeldt & Co.....	183
J. H. Venon, Inc.....	42
E. T. W. Craig.....	44
C. Dorflinger & Sons.....	10
K. J. Okajima.....	
George H. Kamoi.....	8
Wallach-Behrend Co.....	\$126.50

War Savings Stamps	Thrift Stamps
Tashjian Bros.....	45
Takito, Ogawa & Co.....	302
W. S. Pitcairn Corporation.....	17
Le Roy T. Pease.....	24
Edward Boote.....	37
Marcus Bist.....	\$30.00
B. Shackman & Co.....	38
Lowenfels & Co.....	3
Chas. M. Levy.....	3
Edward B. Dickinson.....	7
Frank & Danziger, Inc.....	9
Bryce Bros. Co.....	59
A. J. Fondeville & Co.....	5
E. I. Horsman Co.....	45
Pairpoint Corporation.....	20
Strobel & Wilken Co.....	\$1,213.21
L. Straus & Sons.....	163
Lazarus & Rosenfeld.....	123
Herman C. Kupper.....	258
B. Illfelder & Co.....	1
L D Bloch & Co.....	46
Leo Schlesinger Co.....	
The Herbert Co.....	6
Bissell Carpet Sweeper Co.....	9
Empire China Works.....	57
B. Strasberger.....	18
Ed. Williamson.....	
Wm. H. Plummer & Co.....	
John Simmons & Co.....	27
Wm Dougherty.....	23
F. A. O. Schwarz.....	47
Steinfeld Bros.....	9
Higgins & Seiter, Inc.....	238
Fensterer & Ruhe.....	39
John L. Garvey.....	3
Edw. D. Soule.....	
Gudeman & Co.....	5
Fostoria Glass Co.....	40
Ko Koyai.....	
Theo. Haviland.....	11
S. Biren.....	
Vogt & Dose.....	1

WAR SAVINGS STAMPS
DELIVERED TO YOUR HOME

Tear Out—Fill In—Hand Letter-Carrier—or Mail to Post Office

TO THE LOCAL POSTMASTER:—Kindly have letter-carrier deliver to me on _____ for which I will pay on delivery: _____
(Date)
\$5. U. S. WAR-SAVINGS STAMPS at \$_____ each
(State number wanted)
25c. U. S. THRIFT STAMPS at 25c. each.
(State number wanted)

Name _____

Address _____

W.S.S.

WAR SAVINGS STAMPS
ISSUED BY THE
UNITED STATES
GOVERNMENT

W. S. S. COST DURING 1918			
April	\$4.15	July	\$4.18
May	4.16	Aug.	4.19
June	4.17	Sept.	4.20
		Oct.	\$4.21
		Nov.	4.22
		Dec.	4.23

W. S. S. WORTH \$5.00 JANUARY 1, 1923

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

WHITTEMORE & JAKUES, INC.,

92 West Broadway, New York.

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TEL. 5092 BARCLAY.

MECHANICAL DEPT:
TEL. 5086 BARCLAY.

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Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MAY 16, 1918.

THE FUEL QUESTION.

BOTH potters and glass manufacturers are confronted with a very serious problem. For many months there has been a shortage both of coal and natural gas. Much delay and inconvenience, not to mention loss of money, has resulted, and lately the gas companies have notified consumers that not only would the prices be advanced, but manufacturers are warned of a smaller supply, or even total suspension, and advised to prepare to use coal.

Very considerate on their part to give notice that there will not be enough gas to go around; but how about getting coal? The daily press carries long articles about the short supply and the lack of cars to carry what coal there is. Last winter it was impossible to procure enough, and there is no surety that conditions will be any better next winter. Arrangements have been made by a few concerns to mine their own coal and haul it to the plants by motor trucks. The nearest of these new mines is six miles away, the roads are bad, and in snowy weather almost impassable.

The difficulty and expense of changing from gas to coal are great. In a pottery it not only involves the cost of rebuilding the mouths of the kilns and the additional labor entailed in handling the coal and ashes, but also a big difference in "placing" a kiln. The "wadding" must be very much more carefully done, and a stricter watching in the regulation of heat is required,

to say nothing of a score of other matters—all of which raise the cost of production.

Dealers who are complaining about slow deliveries should have a little consideration for the manufacturers.

PERSONAL.

ONE of the most remarkable men in the trade is W. S. George, of East Palestine, O. He was a decorator by profession, but has developed into one of the most successful manufacturers in the country. A wonderful thing about him is that after sustaining a severe paralytic stroke some years ago he has almost entirely recovered, and his arm and leg, which were almost useless, now perform their regular functions. He is very active, traveling much and making frequent visits to New York. He arrived here last Saturday, went to Boston Sunday night, and was back on Wednesday. He is a good sport as well as a good business man, likes the theatre, and enjoys a good supper after the play.



W. Arthur Shaw, of the Canonsburg Pottery Co., was a visitor in New York this week.



Percy Leyland, representing the Copeland's, of England, here, is preparing to sail for Europe in the near future.



Following his usual custom of buying a new car every year, Frederick Skelton, the well-known manufacturers' agent, is now en route with it from Detroit, where his 1918 model was delivered to him on Monday of this week. He expects to arrive here Friday or Saturday.



G. M. Lowman, manager of the Pacific Importing Co.'s New York office, left on Sunday for a trip to Baltimore, where he is showing his line at the Caswell Hotel. During the week of the 20th he will exhibit at the Adelphi Hotel, Philadelphia, at the annual Gift and Calendar Show—an affair that usually brings out a large number of buyers.



H. Ichikawa, with Takito, Ogawa & Co., left on Monday for a visit to Chicago. While there he expects to see a number of his old friends, and incidentally play a little golf—a sport about which he is exceedingly enthusiastic.



Frank J. Challinor, of the United States Glass Co.'s local sales staff, returned last week from Pittsburgh, where he was called on account of the serious illness of

his mother—an illness which resulted in her death on May 3. She was the wife of Charles Challinor, manager of the United States Glass Co.'s Factory K. Both father and son have the sincere sympathy of a wide circle of friends in the trade.



J. Q. Adams, buyer for the W. G. Reynolds Co., Burlington, Vt., was in the city on Friday and Saturday of last week scouring the market for certain items in hotel and enamel ware which he is supplying the Government on a large contract just taken to equip the University of Vermont, where a big contingent of soldier students are undergoing a course of mechanical training. An encampment of the Signal Corp section is also located there.



Wm. Malkin, with the East Liverpool branch of B. F. Drakenfeld & Co., is a visitor at the home office this week.



Howard Hazelett was elected president of the Central Glass Works, Wheeling, W. Va., last week. Mr. Hazlett is a banker and broker, and one of the most influential men in the city. He is a successful business man, and will make a good president of this organization.



Geo. Semler, president of Geo. Borgfeldt & Co., left on Wednesday for an automobile trip through New York State. It is purely for pleasure, and the first vacation he has taken in years. He will be gone about ten days.



Herbert J. Hall, with Morehouse & Wells, Decatur, Ill., was buying in the Downtown District this week.



Wm. Robertson, head of the Robertson Cut Glass Co., Catskill, N. Y., spent the first half of this week in New York visiting the trade and placing orders for blanks.



Wm. Wagner, salesman for E. W. Hammond Co., has been notified by the draft board that he will probably be called for service between the 20th and 30th of this month.



A. H. Ledden returned on Monday after a week's absence calling on the trade in Baltimore and Washington.



W. F. Ellisson left on Tuesday for a Western trip which will take him as far as the Pacific Coast. He was home for just one month—a long time for him to be off the road. One reason for his departure from his customary procedure can be laid to the war's far-reach-

ing effects. Hotel and restaurant food nowadays is of such an uncertain character, and at times calls for such persistent mastication, that he deemed it wise to spend considerable time with a dentist before tackling it.



A. Abrams, traveler for the Robichek Co.'s line of lamps, left on Wednesday for Baltimore, where he will show his samples at the Howard House for several days before proceeding on his trip, which, if conditions warrant, will take him as far as Texas.



James J. Temple, American manager for L. Bernardaud & Co., left on Monday for Philadelphia as his first stop on a trip that will include several of the principal cities of the Middle West.



Miss Grace Webster, office manager for H. Benedikt, is at Plainfield, N. J. recuperating after a week's illness.



H. H. Phillips, manager of the United States Glass Co.'s Factory U, Gas City, Ind., was a visitor to New York last week, returning home on Saturday night.



Other buyers in town were I. E. Fronani, for Woodward & Lothrop, Washington; J. MacFarquhar, for S. Kann, Sons & Co., Washington; H. Wallenstein, for Weisberger Co., Richmond, Va.; W. Cobb, for Treat & Ecrat, San Francisco; E. Edwards, of Edwards China Co., Philadelphia; W. M. Oddie, for Griggs Co., Cleveland; Miss P. Louis, for Hochschild, Kohn & Co., Baltimore.

TO RID THE CITY OF LOAFERS.

ON Monday Gov. Whitman signed the bill requiring men between the ages of eighteen and fifty to find employment. The effect ought to be salutary. Any fine day, at any hour, one may see from five hundred to a thousand husky young men loafing in Madison Square. Why a majority of them are not in the army is a mystery. A strict enforcement of the bill's provisions may drive them into it.

BUDDE & WESTERMAN OUTING.

THE "O. O. O." (Our Own Outing), an annual affair of Budde & Westerman's employees and their friends, will be held at Schottmann's Park, Queens, L. I., on Saturday, June 8.

The afternoon will, as usual, be taken up with various games and contests, for which prizes will be awarded; but the real feature will be the dinner, which

alone is promised to be worth more than the price of the ticket. Members of the trade looking for pleasant diversion couldn't do better than join the boys on this occasion.

BOSTON BUSINESS NOTES.

BUSINESS conditions, while quiet compared with what they used to be "years ago" at this time, are not so bad. Cheering news for New England came this week in the form of notice of the removal of the embargo on carload shipments from the factories, and it is now expected that some of the long-awaited orders will be forthcoming. One firm recently received a carload shipment that was started a few days before the embargo went on such lots, more than three months ago. It was found to have sustained such heavy breakage that the railroad inspector who was called declared it impossible to reckon the broken pieces, and asked the concern to figure what was whole and send a bill to the road for the damaged goods. More than one-third was smashed. The shipment was "lost" three times en route. Of course, this an extreme case; but it shows some of the handicaps the trade in this section of the country has endured.

M. J. Ryan, buyer for the J. R. Libby Co., Portland, was here this week placing orders. He reported Maine business fairly good.

Thomas Linnehan, formerly buyer of kitchen goods for the Dutton Store in Roxbury, has changed to the Butler Store.

The heads of the Gilchrist Co. gave a surprise party the other evening to William Jardine in consideration of his twenty-five years' connection with the store. Charles C. Ferris, the president, spoke, and Simon Vorenberg, treasurer, presented Mr. Jardine with a gold watch and chain.

Orders are coming in now from summer hotels and the stores that cater especially to the resort trade. Some of them are as large as ever, but many show a tendency to buy more guardedly because of the peculiar conditions prevailing. There is quite a difficulty in obtaining some lines of hotel and restaurant goods. While the hotels are expecting a good business in all parts of New England, the stores are not so confident, except at some of the larger resorts.

The Sinclair Hardware Co., of Medford, is advertising for a competent young woman to take charge of its crockery and kitchen goods department and build it up.

The Schavoir Rubber Co., Stamford, Conn., whose

product has hitherto been principally automobile tubes, is now manufacturing a line of rubber toys. France and Germany have been the great source of supplies of rubber toys in past years, and there is a fine chance now for the home goods.

Many in the trade are preparing to do their share for the coming Red Cross drive, and not a few of the clerks and stenographers will be in line in the parade. Another war activity that is demanding a great deal of attention is the War Savings and Thrift Stamp campaign. Every large store, and many of the smaller ones, have War Savings Societies. The Gilchrist Co. has nine societies, and that of Houghton & Dutton Co. has 500 members.

A special committee of business men has prepared a protest on the heavy and apparently unnecessary damage that for some unknown reason is being caused to users of the Parcel Post. "It is evident that the parcels are handled without consideration of the contents," they report. "Mail bags containing the same are heaped up indiscriminately on the mail cars, railroad platforms and in post offices, so that crockery, glass and such goods cannot help being crushed."

IMPORTS OF CHINA CLAY.

THE quantity of clay imported into the United States is insignificant compared with the domestic production, though the kind of clay imported is essential to the industries using it. In 1917, according to the United States Geological Survey, Department of the Interior, the imports were equal to about 7 per cent of the estimated domestic production.

The imports of kaolin decreased slightly in both quantity and value in 1917 compared with 1916. England furnished about 99 per cent of the kaolin imported. The imports from Canada increased 2,453 tons, or more than 400 per cent.

	1916	1917
Canada.....	587 tons	3,040 tons
England....	253,176 "	236 "
France.....	68 "	236,970 "

HOW TO DISTINGUISH YOURSELF.

THERE are two ways of making yourself stand out from the crowd: One is by having a job so big you can go home before the bell rings if you want to; the other is by finding so much to do that you must stay after the others have gone.

The one who enjoys the former once took advantage of the latter.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

It is possible that some action may be taken by the National Brotherhood of Operative Potters at its annual convention at Atlantic City in

July looking to a change in the apprentice regulations to meet the inroads upon the ranks of the journeymen caused by the drafts. Something must be done, and speedily, if the working forces of the potteries are to be kept up, and the logical procedure would seem to be the putting on of additional apprentices without delay.

* *

Harry Bailey, who has been general manager of Plant No. 5 of the Homer Laughlin China Co. for the past six years, has resigned to take the factory management of the Shenango China Co.'s plant at New Castle, Pa. He will likely be succeeded by Edward Wells, Jr.

* *

Among buyers visiting the district of late were John Roth, Peoria, Ill.; F. E. Beach, Bridgeport, Conn.; John Hawthorn, with Wanamaker, New York; Frank A. Smith, with Gilchrist & Co., Boston; Mr. Cunliffe, with J. M. High & Co., Atlanta, Ga.

* *

The construction of two Owens tunnel kilns has been started at the new plant of the Bedford (O.) China Co. The foundations have been finished for some time. About six weeks will be required to complete the upper structure.

* *

Wrist watches are presented by President McNicol to all employees of the T. A. McNicol Pottery Co. called into the service.

* *

Quite an improvement in transportation has taken place during the past ten days. The New England district is now open. A few embargoes are noted from time to time for Eastern points, but these are by no means so numerous as formerly. The South and West are in very good shape.

* *

The "speeding up" programme of the Government is being felt in this district, where considerable pottery

is being manufactured on Federal specifications. The Government has stationed a representative here, clothed with ample authority, and all potteries having army or navy contracts are being visited in rotation. In addition to overseeing the manufacture of stipulated ware, it is said that where the agent happens across some item in stock which he thinks can be used it is at once ordered out. The manufacturers are co-operating in every way possible, with the result that liberal shipments for Government purposes are going forward.

* *

The operation of a line of boats between Pittsburgh and Cincinnati on the Ohio river, as planned by the Liberty Transit Co., of Wheeling, W. Va., will start soon. The company has purchased two packets at New Orleans, and these are now en route to Pittsburgh. This mode of transportation will mean much to local manufacturers and Southern Ohio Valley buyers.

* *

The Sterling China Co., at Wellsville, O., is now operating its plant to full capacity. A line of vitrified handled mugs, individual butters, creamers and teas is featured.

* *

Large placards boosting the "War Chest" campaign, which will be launched here May 20, have been placed in all pottery offices and plants here. The manufacturers are giving the movement all possible support, and it is expected that the \$200,000 asked for will be speedily raised.

* *

Quite an improvement in the receipt of raw materials is noted. Clays are being received with more liberality, and the danger of a famine in this ingredient seems to have passed.

* *

The Manufacturers' Light and Heat Co., of Pittsburgh, which supplies this district with gas for industrial purposes, has made an application to the Public Service Commission of West Virginia to increase its rates to all consumers in that State five cents per thousand cubic feet on June 1.

CONFERENCE ON SHIP-BUILDING.

IMPORTERS of china—and none more so than the Japanese—will be interested in a report published in "Greater New York," the organ of the Merchants' Association, of a conference held on May 14 at which President Morgan of that body made an interesting address on the tonnage situation and was followed by Edward A. Filene, of Boston, chairman of the Shipping Committee of the United States Chamber of Commerce, who told of the difficulties which his committee were encountering, outlined present conditions, and asked for co-operation by the merchants of New York. Bainbridge Colby, of the United States Shipping Board, also made an address, which, too, was largely an appeal for help.

BUSINESS BRIEFS.

The Pensacola (Fla.) Crockery Co. has changed its name to the Pensacola Crockery and Dry Goods Co.

The C. S. Glassware Mfg. Co., Manhattan, has been incorporated with a capital of \$5,000 by A. Spielman, C. Goodman and N. Chiteman.

The assets of Max Kaufman, bankrupt, consisting of novelties, machinery, etc., will be sold at auction on Monday, May 20, at 10:30 a.m., on the premises, 106 Broadway, Brooklyn.

The Gill Bros. Co., of Philadelphia, have made some radical changes in their New York representation. Jos. S. Millar now has charge of the kerosene and gas glassware at 59 Pearl street, and Geo. H. McCormack & Co. look after the electrical glassware for Eastern territory at 1113 Broadway.

"C' EST LA GUERRE!"

"NOT being a plutocrat, either predatory or benevolent," said Mr. Stoggleby, "I don't buy expensive cigars. I walk right past the cases in which the two-for-a-quarter and the twenty-five and fifty cents apiece cigars are kept to halt at that section where they keep the five-centers.

"For years I have bought for five cents one particular cigar that I found quite satisfactory. It was a sizable cigar with considerable stock in it and of a fair quality of tobacco; a good solid smoke for a nickel, and it was always the same—but:

"One day about six months ago when I went in I found that the price of my favorite five-cent cigar had been jacked up to six cents. Some rise that was. I am not much of a mathematician, but as I figure it that was an advance of twenty per cent. Really, it was a jolt to me.

"Some three months ago when I dropped in one day for one of my now six-cent cigars I found that they had shortened it by about one-quarter or three-eighths of an inch.

Continued on page 22.

MAGIC GLASS LEMON-HOLDER.



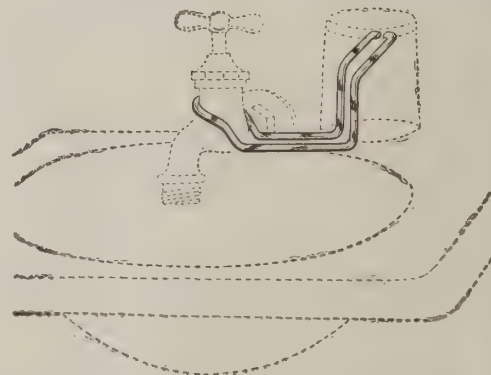
A new patent. Place the half lemon in the holder and extract the juice from the lemon as per cut. Sanitary, practical and indispensable.

MAGIC SHEEP'S WOOL BRUSH.



Made in four sizes. Can be used wet or dry. Will sell on sight. Write for circulars and prices.

MAGIC NEW PATENTED TUMBLER-HOLDER.



Simplicity in itself. Fits on most any faucet. No mutilating of walls. A most needed want.

MAX LOEWENSTEIN,

REMOVED TO

178 Fifth Avenue, New York.

Telephone, Gramercy 4058.

K. T. & K.

“AMERICA”

DINNERWARE

worthy its name.

EAST LIVERPOOL, OHIO.

New York Office, 10 West Twenty-third Street.

E. W. HAMMOND CO.

"This cigar, as I said, had always been a robust, solid cigar, with plenty of stock in it, a very generous smoke for the money; but some of this brand that I have bought lately have seemed to me to be softer under the fingers, as if they were looser rolled with less stock in them, which, if I am correct in my surmise, would amount practically to still another rise in the cost of the cigars to the consumer.

"I cannot but admire the ingenuity with which these several raises have been effected, and I am still buying this cigar, for it is still the best I can get for the money; but I hope they won't do much more to it, for if they do they will raise me out of the cigar-smoking class entirely and set me back to smoking a pipe."

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

HELP WANTED.

SALESMAN to travel who is acquainted with the better class of retail china trade, gift shops, etc., in the larger cities, to sell a line of new novelties on a salary and commission basis. Address A 172, this office.

BUSINESS OPPORTUNITIES.

WANTED—A line of brass goods and mahogany novelties to sell on commission basis in Wisconsin and Minnesota by salesman of long experience and with highest references. Address A 170, this office.

WANTED—A line of electrical fixtures to sell on commission in the Northwest by experienced salesman making towns from 4,000 population up. References given. Address A 171, this office.

FOR SALE.

WHO WANTS A POTTERY?

WHITE WARE PLANT.

LOCATED IN CENTER OF CONSUMPTIVE FIELD. RUNNING EVERY DAY. PLENTY OF UNFILLED ORDERS, PLENTY OF MATERIALS, PLENTY OF CHEAP LABOR, PLENTY OF CHEAP FUEL. IN GOOD FINANCIAL SHAPE. GOOD WATER AND RAILROAD FACILITIES—HAVE NOT HAD AN EMBARGO IN OUR FIELD THIS YEAR. THIS PLANT TAKES ALL MY TIME—MORE THAN I CAN GIVE IT. I CAN ARRANGE WITH PROPER PARTIES WITH A FEW THOUSAND DOLLARS TO CONTROL THIS PLANT, ME HOLDING ALL, OR PART, OF MY PRESENT INTEREST.

ADDRESS A 169, THIS OFFICE.

WARNING.

WE hereby caution the trade against the purchase of cut glass which shows an infringement of our "White Rose" or "Combination Rose" or any other similar designs that we make, or should make, in any arrangement or cuttings using this rose design, Patent No. 48,443 of January 11, 1916; Series of 1900, No. 56,810. At the same time we hereby serve notice on the manufacturers who are producing such cut glass that we intend protecting our interests to the fullest extent.

IRVING CUT GLASS COMPANY, Inc,

HONESDALE, PA., April, 1918,



No. 984.

It is lawful to use the U. S. Flag as a Souvenir with advertisement if the ad. does not touch the Flag.

Forty other good numbers of Souvenirs and Calendars.

The D. E. McNicol Pottery Co.,

EAST LIVERPOOL, OHIO.

ELPCO
MADE IN USA
CHINA

ELPCO
MADE IN USA
CHINA

ELPCO
MADE IN USA
CHINA

ELPCO
MADE IN USA
CHINA

"Potters to the American People."



... THE ...

East Liverpool Potteries Co.,

EAST LIVERPOOL, O.



Eastern Office:

Western Showroom:

139 Fifth Ave., New York.

180 N. Dearborn St., Chicago.

ED. A. UNGER.

CHAS. D. MCCHESENEY.

CROCKERY and GLASS JOURNAL

NEW YORK, MAY 23, 1918.

CONDITION OF TRADE.



New York Visitors are rare in the warerooms these days, and when they do come it is usually to see if it is possible to expedite the delivery of goods already ordered. But their coming does not avail much in the hastening of deliveries. The importers are only too glad to send the goods as soon as they are out of the ship, and every dealer gets what is coming to him as quickly as it is possible to enter and clear the ware.

Orders by mail have fallen off a little, although not a day passes that does not bring some, even though the amounts called for may not be large. Travelers are still sending in fairly good orders; but not as many of them are on the road now as there were a month ago, and another week will see most of them home for the summer.

The domestic potters are still getting good business. Shipments have been better the last few days; and yet the order files do not grow much smaller. Raw materials have been received in much more gratifying quantities.

The situation in the glass trade has not changed much since last week. Some manufacturers are seeking business; others have more orders than they can fill.

Cut glass is not showing any improvement. Heavy cuttings particularly are very slow; and while there is call for the lighter kind, the demand for these is not

what it ought to be at this time of the year. This does not mean that there is no trade; but it has been the custom for so many years for dealers to buy heavily for June weddings that the present condition is disappointing.

Retail trade in New York has improved a little, but not as much as expected. It was thought that after the Liberty Loan was out of the way and dividends for the first loan paid there would be a revival. It came, but not with the force looked for. And now we have the Red Cross drive, which will in turn undoubtedly have its retarding influence on buying. The plea, "Give till it hurts," which President Wilson reiterated in his speech here last Saturday night, has caught everybody, and they are giving accordingly—not only to the Red Cross, but to the Salvation Army, which, while not advertising as largely, is also asking for money. It is doing a work of great importance, and just as useful, for it helps the morale of the men at the front.



East Liverpool and Vicinity

Manufacturers continue to receive considerable new business by mail, while the Government is still active in specifying requirements. The general line of dinnerware is in active demand. Specialties are also in good request. The demand for teas is greater than the production. Little improvement is noticeable in labor conditions. There is work for all who seek it.

Pittsburgh and Vicinity The demand for the higher-priced lines is not as active as earlier in the year. Containers are in great request, as are also common tumblers. The working forces are still short, and production is consequently hampered.

BUSINESS BRIEFS.

National Joint Limb Doll Co., Manhattan, has increased its capital from \$10,000 to \$100,000.

* *

The American Glass Bottle Co., Manhattan, has been incorporated with a capital of \$5,000 by H. Yudlowitz, F. and B. Solcher.

* *

The Globe Lighting Fixture Co., 102 East Houston street, have filed a petition in bankruptcy, with liabilities \$1,562 and assets \$679, consisting of stock, \$400; fixtures, \$100; accounts, \$174, and cash in bank, \$5.

* *

I. Silverburg has secured the local representation of the line made by the Wheeling Decorating Co., which consists of stemware, baskets, bowls and numerous small pieces in high class gold-encrusted decorations.

DETERIORATION OF MOLDS DURING STORAGE.

IN a paper read recently before the English Ceramic Society Dr. Mellon said: "When partially-used molds are stored they often grow a fur on certain parts of the surface, and this fur has many analogies in its mode of growth and its general characteristics with the scum which develops in the drying of ware which has been made with water contaminated with certain soluble salts. From the results of analyses of samples of fur, or scum, which were found to contain substantial percentages of lime, soda, and sulphur trioxide, among other ingredients, it is clear that the fur contains soluble salts, and that these salts are partly derived from dissolved plaster and partly from the accumulation of soluble salts in the molds. It is certain that a large proportion of the salts in the two furs analysed originated from soluble salts in the clay when the molds were in use.

It may be accepted as a fact that the fur contains a considerable proportion of sodium sulphate derived from the decomposition of sodium carbonate and silicate (used in casting slip) by the calcium sulphate precipitating calcium, carbonate and silicate. This fur must have worked its way from the interior to the surface of the mold much as a scum is formed on clay bodies during drying. As water works its way from the interior of the molds it carries soluble matter along the capillary pores of the mold, and, evaporating on

the surface, slowly deposits the soluble matter in a crystalline form as a fur or scum. It is said that before soluble salts were used in the casting slip the furring of molds was not very marked, and molds for pressing, if stored for a time in a dry place, are reputed to be improved rather than injured.

Plaster of Paris is much more soluble in water carrying certain substances in solution. Soluble phosphates, for instance, increase the solvent action of water on plaster, and this explains why the casting surface of molds for bone china bodies does not last so long as for earthenware. The presence of soluble phosphates in bone-slip hastens the solution of the plaster. This rapidly erodes the surface and diminishes the life of the mold. Molds sometimes become "rotten," and readily disintegrate when they are again brought into use. This seems to be due to a very remarkable linear force exerted by growing crystals, which is altogether independent of the volume-expansion exhibited during crystallisation by, say, the setting of plaster of Paris or by the freezing of water. Both forces are of considerable magnitude and importance.

Soaking tiles, flower-pots, etc., with water, and exposing alternately to frost and thaw a number of times, has been used as a standard test for their liability to rupture during the thaw after freezing weather. With the same object bricks were tested by dipping them for half an hour in a saturated solution of a salt and allowing them to dry in air. After testing various salts it was concluded that sodium sulphate (dissolved in water) is most suitable for the purpose. This is the very salt which is probably doing a similar work in the pores of plaster molds when partially-dried molds are subsequently dried slowly in the store-room.

These facts seem to furnish an adequate explanation how imperfectly dried molds in a dry store-room, or dried molds in a damp store-room, or in a damp part of a store-room, lose their tenacity and deteriorate towards rottenness with keeping. If this explanation of the action is correct, moisture is absolutely necessary for the deterioration, since there is no evidence of the growth of dry crystals. If damp molds are rapidly dried, the crystals will be small; if slowly dried they will be larger; and if very slowly dried, larger still. The growth of fur is evidence of dampness, since moisture is a necessary vehicle for the transport of food in the form of soluble salts to the growing crystal.

The precautions necessary to prevent the deterioration of molds during storage are now obvious: (1) Do not store them until they are thoroughly dried throughout their whole mass. (2) The molds should be dried as rapidly as practicable, so as to keep the crystals small, when they exert the least rending power. (3) The store-room should be dry and, if practicable, warm, so as to prevent the condensation of moisture on the surface during muggy weather. Surface condensation is hardly so serious as the storing of partially-dried molds, since it might produce furring without interfering with the internal state.

Illuminating Devices.

Hanging, Stand and Portable Lamps; Light-
ing Glassware, indirect and semi-indirect;
Domes, Shades, etc.

FOR snappy designs and advanced ideas in illuminating glassware the Gillinder & Sons line on exhibit at the local salesroom, 19 Madison avenue, has few rivals. Dealers will at once recognize in the factory's latest effort something for which there will be an extensive sale—a line of gas globes designed especially for use with the popular Welsbach "C. E. Z." cluster upright mantle burners. Besides enhancing the illuminating value of the burner, the diversified character of the decorative treatments is sure to appeal strongly to dealers who appreciate the importance of showing something to suit all tastes. Among the patterns are deep etchings in white and a number of unusual conceptions in delicately tinted effects, besides hand-painted designs on frosted glass, as well as artistic cuttings.

The recent reorganization of the Robichek Co., 878 Broadway, besides effecting a change in the business management of the concern, has wrought a great improvement in the company's line of lamps. Commendable as their original showing was, it did not compare with the present exhibit, which introduces some very clever stunts in wood bases. Some of these in antique gold or silver finish, parts of the standards covered with velvet, are very fetching. They are shown in everything from a desk to a floor lamp, as well as in candlesticks. There are also Indian, Egyptian and Chinese designs, skillfully executed, and in striking color combinations. The company's new shade department has turned out a comprehensive line of silk shades to go with them, together with a assortment of charming decorative effects on parchment.

Candle manufacturers report that spring and summer business is developing into very substantial proportions. The vogue for candles, both for the illumination and decoration of summer cottages, is growing very strong in many sections. A fairly wide variety of novel shapes and fancy combinations of harmonizing colors is selling, as well as those of more conservative design. Many retail merchants, both in and out of the metropolitan district, are covering their requirements

further into the future than has been their practice in normal times.

Very few decorated wooden lamp standards have excited a degree of interest equal to that evinced for the latest products of Takito, Ogawa & Co., 101 Fifth avenue. The designs are for the most part oriental in



character, but handled in a different way from those ordinarily seen. No better reproductions have ever been put on the market than two or three patterns in imitation of cloisonné bronze. The minutest detail is worked out to perfection, and the bronze background is duplicated perfectly in color. The illustration shows one of several artistic floral patterns. An equally pleasing line of shades is designed especially to go with them.

A. J. Fondeville & Co. are now comfortably en-

sconced in their new quarters at 9-11 East Sixteenth street. One of the improvements in the present ware-room is a method of showing opal glass indirect lighting bowls. Instead of going to the expense of individual lights for each piece, Mr. Fondeville has contrived a scheme by which with two bulbs he can show about fifty designs. He hasn't patented the idea, but he certainly ought to have done so.

IMPORTS FROM STOKE-ON-TRENT.

THE exports of earthenware and china from Stoke-on-Trent, England, to the United States during the month of April amounted to £46,668, being an increase of £27,476 compared with the figures for the month of April, 1917.

HOW ONE STORE DOES IT.

SAN FRANCISCO, May 14.
Editor CROCKERY AND GLASS JOURNAL.
Dear Sir: According to your valued paper, the largest amount of War Savings and Thrift Stamps sold by a business house in the china, glass and housefurnishing trades amounts to \$1,513.50.
It probably would be interesting to know that up to and including May 11 the Nathan-Dohrman Co. War Savings Society (organized March 9) has sold \$6,389.-25 worth of War Savings and Thrift Stamps.
Our Society is regularly organized and affiliated with the National War Savings Committee, and it might also be interesting to you as well as to the other stores selling stamps to know how we are carrying on our campaign.
A list of the employees was made up in alphabetical order and divided into ten teams, and one person from each team was elected captain.
By this arrangement employees from the basement to the roof are on each team—the errand boys are on the same teams as the highest-salaried men in the house, resulting in an extremely friendly rivalry and keen interest in the weekly standing of each one's team.
The duty of the captain is, by watching the sales of his or her team, to see that everybody does his all to save and buy stamps and to encourage all to interest and sell to members of the family, friends and customers where possible; also to attend the meetings, which are called once a month.
Yours truly,
DOHRMANN COMMERCIAL CO.

ENGLISH WARES AGAIN ADVANCED.

CABLEGRAMS received on Friday of last week announced that all English earthenware, china and hotel ware had again been advanced. With this last raise earthenware will cost double what it did before the war, and china and hotel ware even more. The advance is said to be the result of the new conscription in England, which includes men from eighteen to fifty. Many potters are drafted, making such a shortage of

labor that from now on production will be only about twenty-five per cent of normal.

GOLF AT STATEN ISLAND.

THE season's series of tournaments of the Pottery Glass and Brass Golf Association opened under very favorable circumstances last Thursday at the Richmond County Country Club, Dongan Hills, S. I., when sixteen of the trade's golfers took part in the day's fun, to say nothing of the gallery, in which that noted authority on the game, John Nixon, was a conspicuous figure. While some of the familiar faces were missed on the links, it is safe to say there were good reasons for their absence, for this interesting course and "Billy" Magee as host at luncheon were a mighty attractive combination.

One player who started the season off right was J. Meredith Miller (Class A man) who can always be relied upon for a good game. He demonstrated that he has lost none of his old skill during the winter by again blossoming forth as a prize winner with a net score of 187. He did not absolutely walk away with it, however, for L. S. Owen and Wm. S. Pitcairn followed closely upon his heels, each with a score of 189.

The Class B winner was C. A. Dodson, who scored 197 for the thirty-six holes.

MORNING ROUND.

Class	out	in	gross	hdcp	net
B Lobsitz, G...	85	76	185	35	150
A Miller, R.....	58	59	117	15	102
A Miller, J. M.....	47	49	96	7	89
B Hamilton, G					
A McFaddin, H. D..	49	54	103	7	96
B Dodson, C. A.....	53	57	110	18	92
A Hinman, L. S.....	56	51	107	12	95
A Lathrop, W. A....	58	67	125	15	110
A Pitcairn, W. S....	47	52	99	7	92
A La Pierre, F.....	54	46	100	0	100
A Peck, E. H.....	54	52	106	7	99
B Magee, W. W.....	61	62	123	18	105
A Owen, L. S.....	52	48	100	7	93
B Jones, T. G.	70	73	143	25	118
A Muirheid, H. P....	60	56	116	7	109
B Gray, H. C.....	63	74	137	18	119

AFTERNOON ROUND.

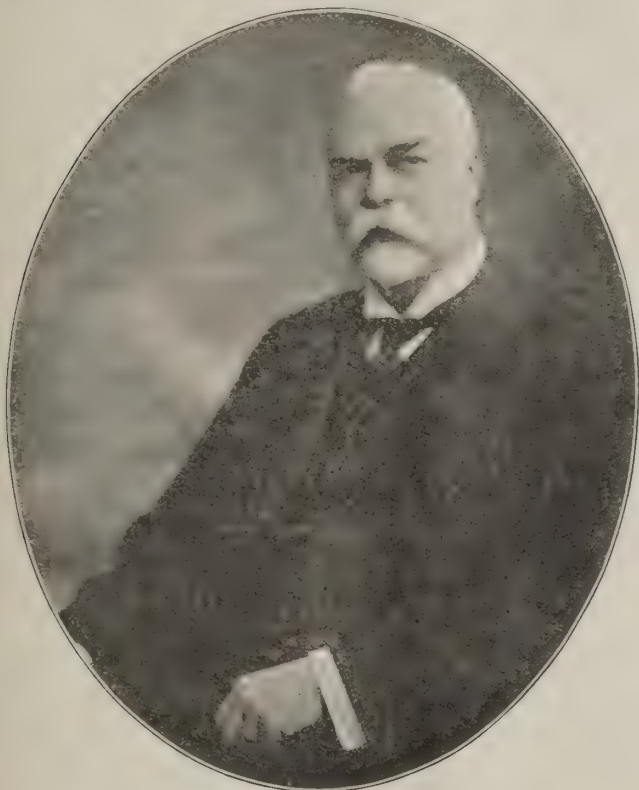
Class	out	in	gross	hdcp	net	Total
B Lobsitz, G.....	79	76	155	35	120	270
A Miller, R.....	57	61	118	15	103	205
A Miller, J. M.....	52	53	105	7	98	187
B Hamilton, G.....	54	53	107	17	90	
A McFaddin, H. D..	56	54	110	7	103	199
B Dodson, C. A.....	59	64	123	18	105	197
A Hinman, L. S.....	57	58	115	12	103	198
A Lathrop, W. A....	53	55	108	15	93	203
A Pitcairn, W. S....	53	51	104	7	97	189
A La Pierre, F.....	53	53	106		106	206
A Peck, E. H.....			(No afternoon score)			
B Magee, W. W.....			" "			
A Owen, L. S.....	50	53	103	7	96	189
B Jones, T. G.....	56	68	124	25	99	217
A Muirheid, H. P....			(No afternoon score)			
B Gray, H. C.....	63	63	126	18	108	227

OBITUARY.

FRANK P. ABBOT

SUDDENLY, on Monday, May 20, Frank P. Abbot passed to the Great Beyond, aged sixty-five.

Mr. Abbot began his career in the trade just fifty years ago last March, having entered the employ of Churchman & England as a lad in 1868. In 1870 he went with Chas. Field Haviland & Co., who were succeeded in 1871 by O. A. Gager & Co., and in 1886 became a partner in that concern. In 1892 the firm of Haviland & Abbot was formed, and later incorporated as the Haviland & Abbot Co., of which he was president at the time of his death.



FRANK P. ABBOT.

He had not been in good health for nearly two years, although within the last two months he had apparently recovered much of his old-time vigor. On Monday morning he was in good spirits and feeling fine. He stopped at Loeser's, in Brooklyn, to make some purchases, when he was taken ill. The store physician was called immediately, but before his arrival the end had come, heart failure being given as the cause.

Frank P. Abbot was a gentleman in all that the term implies. A handsome man, large and well built, he was courteous to a degree. He was highly educated, and a musician of much ability, having a fine organ in his home at which he spent hours. A conscientious Christian, he was prominent in the First Presbyterian Church of Brooklyn, being an elder, and at one time Sunday School superintendent. He stood high in social circles, where he was a leader.

One day more of life would have brought around the fortieth anniversary of his marriage, and Saturday

would have marked the sixty-fifth anniversary of his entrance into the world. Shortly after his birth his father bought the house at No. 9 First Place, Brooklyn, where his sister still lives. When Mr. Abbot married he purchased No. 5, and lived there up to the time of his death.

In the trade no man occupied a higher place in the esteem of his fellows—friends and competitors alike. His wonderful knowledge of the business caused him to be consulted on all occasions of importance, and his advice was invariably heeded. His death leaves a void that cannot be filled. In the matter of decorations his taste was exquisite, and in this connection he made many trips to Europe to consult with his partner, Mr. Gerard, of Gerard, Dufraissex & Abbot, Limoges. A son and a daughter survive, his wife having died two years ago.

A meeting of the Crockery Board of Trade was held on Tuesday afternoon to take suitable action. In the absence of the president, Wm. F. Dorflinger, Kennard L. Wedgwood presided. After paying an impressive tribute to Mr. Abbot he called on Lee Kohns.

Mr. Kohns said words could not adequately express his feelings. His acquaintance with the deceased began when the latter was with O. A. Gager & Co., and ever since that time until the uptown movement took place they had met frequently; but so many firms had moved away that the former close and neighborly intercourse existed no longer, and of late years he had not seen much of him. Mr. Abbot was a tower of strength in the deliberations of the Crockery Board of Trade, and he suggested that a committee be appointed to represent the Board officially at the funeral, and that a suitable floral offering be sent.

Louis S. Hinman felt that all were of one accord in their regard for the deceased. He had begun his business life in New York in the employ of Mr. Abbot, and, with everybody else in the establishment, had loved and respected him. Since 1890 he had not been in such close contact as before, but the love and respect continued.

Geo. M. Jaques said he had known Mr. Abbot since 1874, and spoke of his ability, integrity, and beautiful home life.

E. F. Anderson said that he and Mr. Abbot were boys together, and in all the years since his confidence in and affection for the man remained as complete as ever. He was a credit to the trade. He had elevated its tone, and left it better than he found it.

Henry Witte had known him since 1872, and paid an eloquent tribute to his memory.

Geo. B. Jones said the first time he had met Mr. Abbot was at a gathering in Washington where tariff matters were under discussion. What most impressed the speaker was Mr. Abbot's fairness and desire for justice to all. He was broad-minded, and showed the American spirit at its best.

Mr. Wedgwood called for a "silent rising tribute to our departed friend and associate, Frank P. Abbot," and appointed Messrs. Anderson, Kohns and Hinman to represent the Board at the funeral, see that flowers were sent, and prepare a set of memorial resolutions.

Besides those mentioned there were present C. A. Holbrook, Jos. Hurd, Ed. Boote, Chas. Streiff, Robt. M. Bolton, and L. S. Owen.

The following letter was read:

NEW YORK, May 21, 1918.

WM. F. DORFLINGER,

President Crockery Board of Trade.

To my great regret, my state of health does not permit me to be with you on this sad occasion. With Frank P. Abbot we all lose a good friend, and the trade loses one of its finest types of merchant. We of the older generation feel it to have been a privilege to associate with him for the last two or three decades. The personal charm and kindness of the man, and the stalwart, lofty principles of the merchant, gave lustre to our entire industry.

With quite a few others it was my good fortune, during the late eighties and early nineties, to join Frank P. Abbot in a number of activities, and I know that I express the sentiment of every one when I say that we have lost in this departed member a loyal friend and a good slice of our own youth and our early business career.

I always admired Frank P. Abbot, and mourn with you at his bier.

Very sincerely yours,
M. KIRCHBERGER.

The funeral, which was held at his late residence in Brooklyn on Wednesday, was largely attended. The officiating clergyman, L. Mason Clark, conducted the service in the simple way Mr. Abbot would have liked—a Scripture reading, three of his favorite hymns and a prayer. There was no address.

The trade was well represented, among those present being E. F. Anderson, Henry Witte, Lee Kohns, Chas. Dose, Julius Rosenfeld, R. H. Levett, J. D. Rafferty, E. Bibb, Geo. Anthony, E. B. Dickinson, R. M. Bolton, K. L. Wedgwood, Henry Creange, Gaston Winston, Frank Van Roden, Wm. Scott, Jos. Hurd, Dr. Geo. Smallwood E. Lewis, M. J. Doulin, Howard R. Handy and Geo. M. Jaques.

From the store were Miss Walsh, Mrs. Johnson, Mrs. Williams, Mrs. Carey, Mrs. Van Dene, Mrs. Parsons, Thos. L. Dixon, F. C. Hoth, Thos. S. Smallwood, G. F. Tillman, Norman Hawthorn, Jerry Murphy and Alfred Abbot. From Trenton came H. E. Ellis, Mr. Martin and Mrs. Proudlove.

The flowers were beautiful—a feature being a bank of white carnations that completely covered his organ.

EMIL GOEPPNER.

Word was received this week of the death of Emil Goepner, at one time a member of the sales staffs of C. F. A. Hinrichs & Co. and Bawo & Dotter. After severing his connection with these concerns he entered the retail business at Troy, N. Y., forming a partnership with Edw. M. Jessup under the name of Jessup & Goepner. This venture was short-lived, and he next

became associated with Daniel A. Taylor, establishing an office at 82 West Broadway, the business being carried on under the name of Taylor & Goepner, factory representatives. Owing to a nervous break-down he was soon forced to give this up, and had since been in a sanitarium on Long Island, where he died last week at the age of fifty-eight. The funeral was held at the home of his widow in Brooklyn last Saturday.

AT CHICAGO.

WHILE a little off in some lines, business as a whole is considerably better than a few weeks ago. In the majority of cases the factory salesmen are getting as many orders as their factories can handle under present conditions. In general, the demand is for staple glassware, although cut goods are selling a little better than they were, owing to the fact that there is now a seasonable demand. The premium buyers have been much more active in the market, and of course this is helping the total of business.

* *

Higher freight rates on many articles are demanded by the railroads in new tariffs which have just been filed before the State Utilities Commission. On some lines of housefurnishings the increase is as much as 400%. The lines affected are planning a protest to the Commission, as it is believed the railroads are taking advantage of the situation to secure more than their share, at the expense of shippers. In some instances the rates are so high that the lines affected would be put out of business.

* *

B. H. Falmer, salesman for the United States Glass Co., has left on a trip after spending a few days at the Chicago office.

* *

Earl W. Newton has returned from a short trip through Northwestern territory.

* *

The entire crockery and glassware stock of Siegel, Cooper & Co. will go on sale at the Boston Store this week. Large advertisements in the daily papers tell of exceptional bargains to be secured. Manager Rinkin has piled his department high with the merchandise in expectation of a big rush.

* *

W. C. Coleman, manager of Burley & Tyrrell Co., is now directing the retail department, formerly managed by Dana Richardson.

* *

C. E. R. Roehling, of Pitkin & Brooks, has returned from a trip to the cut glass factory of the company at Valparaiso, Ind.

* *

Much interest is being manifested in the Red Cross campaign, and it is expected that a large sum will be

raised. The crockery and glass trade has responded well to all previous requests for funds to conduct the war, and will not fall behind its record this time.

* *

E. B. Tibbetts, buyer for Loren, Miller & Co., will leave on an Eastern trip some time this week.

* *

The John M. Smyth Co. has discontinued the handling of crockery and glassware on the mail order plan, and in future will make all sales at retail.

* *

Howard McInnis, formerly assistant buyer in the housefurnishings department at Mandel Bros., has enlisted. Mr. McInnis has a wife and child, but has made arrangements to provide for them while he is serving the flag. He has many friends in the trade who will wish him the best of luck.

* *

E. E. Pinckney, local representative of the lighting glass line of the Macbeth-Evans Co., has returned from an out-of-town business trip.

* *

A. H. McAnulty has returned from a successful business trip through Middle Western territory.

* *

The annual convention of the Illinois Retail Jewelers' Association, held here last week, brought a large number of buyers into the city, and all the cut glass firms had a very good week.

NOON-TIME RED CROSS MEETING.

AT noon on Tuesday all the employees of Morimura Bros., numbering about 150, were assembled in the store and addressed by Louis Greeman, who made stirring appeal for the Red Cross. He complimented them on what they had done for the Third Liberty Loan and the War Savings Stamps, and called on them to keep up their record. It was to be a voluntary offering, They could give in a lump sum or in installments. Books were provided, and he trusted everybody would do something. He spoke of the wonderful work the Red Cross was doing, and introduced Mrs. H. K. Tetsuka, wife of their manager, who would tell them something about the work.

Mrs Tetsuka, an American woman of very pleasing appearance, said that she represented the Japanese auxilliary of the Red Cross drive; that the trade as a whole, importers and retailers, had pledged \$25,000, and already \$20,000 was in hand, of which Morimura Bros. had contributed \$2,500. "Here is the cheque!" said she, proudly exhibiting it. She then showed the different articles the Japanese people were making for the cause, among which were "trench kits" containing the requisites of first aid to the wounded. These were being turned out at the rate of 1,400 a week. She showed

a "dressing" of which she said 40,000 had been furnished in the past six months. Her remarks were listened to with great interest, and upon their conclusion she was greeted with a hearty round of applause.

TROUBLES OF THE EXPORTER.

IN a certain ship brokerage office hangs a card on which is pasted the following clipping from a Canadian source:

We have been in this business since 1892. We have been pleasing and displeasing the people ever since.

We have been cussed and discussed, boycotted, talked about, lied about, lied to, hung up and rubbed down.

The only reason we are staying in business now is to see what in the hell is going to happen next.

Men in the shipping business declare it is highly typical of their feelings to-day, save that the shipping obstacles are not so much personal and business criticism as governmental regulation and the obstacles of a badly congested and tangled business trying to do many times more than its normal business with many times less the facilities. In a recent letter between two well-known shippers and freight contractors, says the "Journal of Commerce," a few of the daily annoyances of the field were listed in the following sequence:

The inquiry.	Sarcastic letter of complaint from the customer
The search for a low price.	Advice how to do things.
Fight for a reasonable freight rate.	Anxious insurance agent.
Battle for low insurance.	Anxious freight solicitor.
Cable codes.	Next ten insurance agents.
The censor.	Next ten freight solicitors.
Delays.	Insurance company.
Mutilated cable order.	Information that the steamer is a cousin of Noah's ark.
Repetition of the cable.	Big premium.
Opening of the credit.	Additional premium.
Raise in price.	Delivery of goods.
Increased freight rate.	The dock clerk.
Cable for additional money.	Rejected packages.
Yell from the customer.	The longshoremen.
Export license.	The strike.
Perusal of the embargo list.	Non-arrival of steamer.
Headache.	Notice that the commodity has just been placed on the embargo list and export license is required.
Interview at the License Bureau.	Repetition of everything mentioned above.
Information that license is required.	Delay.
Filing of the application.	Consular certificate.
Waiting.	The foreign consul.
Additional waiting.	More delay.
Letter from Washington.	The bank.
Statement that no license is required.	Waiting for the check.
Additional headache.	The check.
The steamship company.	The happy feeling.
The rate clerk.	Notice that the commodity has just been added to the conservation list.
Arguments.	Cancellation of license.
Verbal freight contract.	Final headache.
Written freight contract.	
The difference.	
The higher rate.	
Murderous feeling.	

FOUNDED IN 1874

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp,
Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

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BY

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MAY 23, 1918.

PROFOUND and heartfelt sorrow o'erclouds the trade. In the death of Frank P. Abbot we have all lost a friend. His life was an example worthy of the closest emulation, and his memory will be forever cherished by every one whose privilege it was to know him.

DESIGNS GOOD AND BAD.

CONSIDERING the large number of designs used for the decoration of pottery, it is a little remarkable that there are so few ugly ones. The majority are in good taste, well drawn, and in harmonious colors. But every once in a while one comes across patterns that are positively hideous, and one wonders why they ever were made. The answer is easy: there are people who like flamboyant colorings—bright yellows, greens and blues strike their fancy—and manufacturers cater to their tastes. They know these outre designs are all wrong; but they also know they can sell them at a profit.

Most of the decorations on dinnerware are transfers, and in selecting them from the stock of the decal manufacturers the potters naturally choose those which they think will sell best. They often take patterns which they would not have on their own tables, because they have learned by experience that the public will want them in preference to better ones. Again, what will sell well in one section of the country will not go at all some-

where else, and the manufacturers are confronted with this situation every time they bring out something new.

Then the cost has to be considered. If they wish to control a pattern they have to buy the entire edition, and if it does not "take" they lose a lot of money. On the other hand, being doubtful about a design, they may buy a limited quantity. Others buy it, too. If it is a success competition sets in, and perhaps prices are cut until there is nothing left.

On the whole, however, the potters, through years of experience, know pretty well what will be popular, and, while occasionally failing to accurately gauge the public predilection, usually strike it right.

PERSONAL.

WORD was received this week from "Dave" Magee, buyer of china, glassware and house-furnishings for Martin & Naylor, Gloversville, N. Y., that he had resigned May 17 in order to become a farmer. Many in the trade were aware of his strong trend in this direction, and are not surprised. He has for a long time been intensely interested in chicken farming, and has won a reputation as a breeder of fancy stock. He has secured a large acreage at Amsterdam, N. Y., where he will continue raising chickens in conjunction with all kinds of produce for the the markets. Dave's good-natured smile will be greatly missed. He made many warm friends in the trade here, and his periodical visits were looked forward to with pleasure. He is succeeded by Miss B. W. Mahr, who has acted as his assistant for several years past.



A week ago Friday, Herman C. Kupper went to Atlantic City for a few days' recreation, and at the hotel where he registered found four of the "Blue Devils" of France. It did not take him long to make their acquaintance, and it goes without saying that the poilus profited by his friendship. There was a Red Cross meeting on one of the piers that Saturday night, and Mr. Kupper said that never in his experience had he seen such enthusiasm as they created.



Marion G. Bryce, head of the United States Glass Co., made a brief trip to the East last Saturday, principally to say good-bye to his son, Richard M., who is stationed at Camp Merritt preparatory to sailing for France. While here he seized the opportunity to drop in at the concern's New York office to have a chat with Ed. Craig, local manager.



E. D. Terry, a well-known lamp salesman who some years ago was with the Phoenix Glass Co., and

later had lines on commission, has become associated with the United Smelting and Aluminum Co., whose headquarters are in New Haven. He will travel through New England.



Louis Reizenstein, of Pittsburgh, arrived in New York on Monday, and is showing his lines of decorated glass at the Claridge.



Geo. H. Service came home from a long trip through Canada for Kennard L. Wedgwood on Friday. He went from Montreal to Winnipeg and back without an incident to mar the journey. The fates were not so kind in the United States, for when he reached Poughkeepsie on his way home he was held up for two hours by a wreck.



Miss T. E. Taylor, who came from San Francisco to manage the New York branch of the Dohrman-Commercial Co., has, under instructions from headquarters, closed the office here. She will remain in New York, liking it better than the Golden Gate City. Benj. Greenberg, the lad who assisted Miss Taylor, has gone back to San Francisco.



Max Kossman, New York representative of the Tarentum Glass Co., who returned on Friday for a conference with the officers of the concern at Tarentum, Pa., said no decision had been made as to when operations would be started for rebuilding the factory; therefore the time when the concern can enter the field again—if, indeed, it does at all—is indefinite. He is endeavoring to dispose of the lease on the salesroom at 25 West Broadway, and after closing the office expects to connect with some illuminating glassware factory—a line with which he is especially acquainted, having specialized in it for a number of years.



John C. Fischer, traveling representative for A. Gredelue, returned from a several months' trip on Thursday of this week. He covered territory as far west as Omaha, and says business as a whole was good, but rather "spotty."



Alex. G. Menzies' past experience as a soldier makes his services always in demand whenever there is a parade. Last Saturday he marched in the Red Cross parade at the head of the Twelfth Regiment Band.



Geo. Hamilton is back at Maddock & Miller's. He was office man with them for many years, and left to take the agency of Furnivals, Ltd., opening at 25 West Broadway. A little later W. S. Pitcairn took over the line, and Mr. Hamilton went with him. Later still he became associated with E. B. Dickinson as

traveler. He is now where he belongs. His duties will be manifold, and for the time being he will take up the work of Geo. M. Abbot, who has had a nervous breakdown and is away on a vacation which will last for several weeks.



Max Loeb, of Loeb Bros., Mexico City, was in New York this week. He is living at Atlantic City, and has not been in Mexico for more than two years. He contemplates a return to his home as soon as he can get passports, so that his brother can have a rest.



George F. Briggmann, of Webster & Briggmann, cut glass manufacturers, Naugatuck, Conn., who spent Tuesday in town, was much interested in the large aeroplane flying over the city preparatory to dropping flowers in the path of the funeral cortege of Captain Resnati, the Italian aviator who was killed at Mineola last Friday. The big biplane flew so low over the buildings around Twenty-third street that even blasé New Yorkers were interested.



W. Arthur Shaw, of the Canonsburg Pottery Co., who spent several days in New York last week conferring with the factory's New York representative, H. Benedikt, left for home on Saturday.



William Wagner, salesman for the E. W. Hammond Co., has received orders to leave for Fort Hancock, Ga., on Saturday, where, as a member of the aviation corps stationed there, he will be taught the art of flying. He left on Thursday for Washington, where he will spend two days bidding "au revoir" to the "only girl." Keep this in mind for an important announcement after the war.



Edward Butler, with A. J. Fondeville & Co., is confined to his home with an attack of the grip.



M. E. Lafferty, formerly of Cox & Lafferty, and for the past few years a manufacturers' representative in St. Louis, has disposed of his business to J. F. Irving, who has been associated with him since he has been in that city. Mr. Lafferty will probably come back East.



Major Wm. E. Finke on Wednesday received orders to report at headquarters on Governor's Island. He had been at Fort Tilden, and previously at Fortress Monroe. For the last few weeks he has been recuperating in New York. He is delighted to get back into active service.



E. F. Loge, formerly with the E. B. Taylor Co., Richmond, Va., has taken the position of buyer and manager of the china, glass and housefurnishings de-

partment of B. Lowenstein, Memphis, Tenn., succeeding N. B. Silverberg, who has been drafted, and assumes his duties there next Monday.



Gilbert L. Pitcairn graduates next Wednesday a full-fledged ensign, with the honor of wearing the silver anchor, the distinctive badge of Annapolis. His father, W. S. Pitcairn, came home on Wednesday from a visit there, during which he witnessed the annual rowing contests.



Harry G. Mills came home this week from his first trip South for John J. Hines.



Other buyers in town were G. H. Wood, Lowell, Mass.; H. A. Martin, for Smith-Patterson Co., Boston; D. F. Kaercher, for Dives, Pomeroy & Stewart, Pottsville, Pa.; C. H. Clark, for Howland Dry Goods Co., Bridgeport; F. G. Brost, for J. N. Adam & Co., Buffalo; Mrs. J. C. Nourse, for Woodward & Lothrop, Washington; J. Reese, of Reese's Bazaar, Wilkesbarre, Pa.

SECOND RED CROSS FUND.

THE following circular-letter has been sent by the Red Cross Industrial Campaign Committee to all firms in the china, glass, lamps, toy and housefurnishings trades :

126 Fifth avenue, May 17, 1918.

The Industrial plan in the present campaign aims at securing from each employee in every firm a pledge to give to the Red Cross War Fund a certain sum each month or each week for one year. The minimum expected is fifty cents monthly, or ten or fifteen cents weekly.

You are asked to kindly designate one of your employees to act as captain, and if you have a large force to appoint lieutenants to secure the pledges. The installments may be deducted from the pay envelopes or collected by the captain and his lieutenants and turned over to your treasurer or cashier, and the firm's check, drawn to the order of "Second Red Cross War Fund," forwarded monthly to William C. Breed, Chairman, Woolworth Building, New York City.

To facilitate the operation of the plan, you will kindly fill in the form below and return to the undersigned at once, so that the required number of pledge-cards, honor-rolls, etc., may be sent you.

Emblems of Victory will be given firms seventy-five per cent or more of whose employees subscribe.

You will understand that quick action is important in supplying the following information, and your patriotic co-operation is most earnestly urged.

Kindly fill in this form and return :

Firm name.....
Address.....
Number of employees.....
Number of pledge-cards required..monthly..weekly..
Name of captain.....

Meetings of the various committees were duly held and work started, but up to Thursday morning, when

application was made to the chairman of the crockery, glass and allied trades unit for information, no collections were reported, although it is known that many contributions had been made.

SUCCEEDS TO CHARLES BAUM'S BUSINESS.

THE National Mirror Plateaux Co. is the style of the concern which has succeeded to the business of Charles Baum, one of the best known and largest manufacturers of mirror plateaux, who recently retired on account of ill health.

The company is composed of men who are well qualified by years of experience to handle a line of this character, and there is no doubt but that they will continue the success Mr. Baum has always enjoyed.

The concern will continue to manufacture all of the most popular numbers made by Mr. Baum, and in addition is working upon what it promises will be the most novel items in mirror plateaux ever turned out.

The business will continue to be conducted at 311 Broadway.

AN "APPETITE-DESTROYING TRADEMARK."

IN an article on the probability of our boycotting Germany after the war, published recently in the New York "Times," George Trumbull Ladd, Professor Emeritus of Philosophy, Yale University, says:

"Even before the beginning of the war the trademark 'made in Germany' had lost much of its pristine glamour for those who knew the reality of things. The old-time German thoroughness and honesty had suffered a grievous abatement. There are hundreds of thousands, perhaps millions, in this country to whom it has become distinctly offensive. It will take a considerable time for this offense to pass away.

"Meantime (silly as it may seem to the economist who will not admit that the moral and aesthetic emotions ought to influence mankind in their buying and selling), there may develop a large party of Americans ready to sign pledges to have nothing to do with things 'made in Germany.' It is conceivable that the heathen of India and Ceylon may revolt from buying their idols in the future from the arch desecrators of sacred places. At any rate, the feelings of the people of the Entente Allies will not be altogether placid in the view of resuming cordial business relations with this outrageous nation. Our babies of the next generation are more likely to nurse dolls made in Japan, or China, or in the United States, than dolls made in Germany. And who would care, with the spirit which is going to prevail in America after the war, to eat his breakfast off a plate bearing this appetite-destroying trademark?"

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

There are less packages held here awaiting shipment than at any time since last fall. Announcements of embargoes are now few and far between, although for a few days last week shipping into Connecticut and some other New England points was under restriction. North, West and South are now open, and all packages destined for those sections have been started forward. Carlots are now being accepted for the Baltimore district. For many months it has been difficult to obtain cars for bulk loading to that point. More freedom is noticeable in the receipt of raw materials, and clay stocks are now in good shape.

Edward J. Owen, Jr., who has been assisting his father in the management of the Southern Potteries Co., at Erwin, Tenn., has left for Camp Jackson, Columbia, S. C. He was formerly a resident of this city and is well known here.

Among visiting buyers were K. K. Denniston, for J. D. Purcell Co., Lexington, Ky.; Mr. Soleberg, for the Sioux City (Ia.) Crockery Co.; W. C. Zabel, for the Hotel Supply Co., Youngstown, O.

Additional warehouse room is being provided at the plant of the Smith-Phillips China Co. by the erection of buildings on the east side of the plant. The new kiln is finished, and will be ready for "placing" shortly.

In order to increase its clay shop capacity, new method stove rooms are to be installed in the plant of the East Liverpool Potteries Co., Wellsville, O. These stove rooms do away with the services of one boy and make work easier for the one retained, in addition to securing greater production in the clay shops.

The official record of the National Brotherhood of Operative Potters shows 244 members serving the colors. The largest number of men from any one local union is fifty-six from Local No. 45 at Trenton. Sev-

enteen have gone from Kilnmen's Local No. 9 and fifteen from Turners' Union No. 10. Many pottery employees not identified with this organization are now in the service.

In order that proper facilities will be available when the boat lines are established on the Ohio River between Pittsburgh and Cincinnati a wharfboat has been installed here. River traffic is expected to be opened at this point within a few weeks.

Ferd. Attledorf, steward at the Elks Club here, and well known to pottery buyers, has resigned, and will leave soon for Los Angeles, where he will be permanently located.

In launching the War Chest campaign here this week, Homer J. Taylor, president of the Knowles, Taylor & Knowles Pottery Co. was one of the generals in charge of the various teams. The aim was to secure pledges to a fund of \$200,000.

The plant of the Novelty Clay Forming Co., at Newell, W. Va., which company is removing to the former plant of the Ohio China Co. at East Palestine, O., is being considered as a possibility for making a short line of hotel ware. It has two kilns, and ample room for expansion is available.

Cecil E. Taylor, after spending some time at headquarters of the Taylor, Smith & Taylor Co., has returned to his home in Philadelphia.

Firms making covered jugs report a good movement for the entire line of decorations.

The wonderful success of the "Mayflower" shape of the Edwin M. Knowles Co. has never been exceeded. The nearest approach was years ago, when the moss-rose decoration on the Cable shape became so popular that practically every potter in the country adopted it. Only one manufacturer is making the "Mayflower."

Some idea of the quantity produced may be had when it is stated that no less than seventeen kilns are devoted to it.

THE FIGHTING JOHNSONS.

A LETTER recently received by Geo. B. Jones, New York representative of Johnson Bros., Hanley, England, states that Harry Johnson, eldest son of Robert L., and a colonel in the now famous Fifth Staffordshire regiment, was slightly wounded and taken prisoner in March when the big German drive was on in Picardy. The report, which came from Switzerland, said that he was as comfortable as could be expected under the circumstances.

George Washington Johnson, the sixth son of Robt. L., is at the front.

Leslie, the eighth son, wounded at Ypres April 13, 1915, has recovered and had just gone back to the trenches when the letter was written.

Victor, another son of Robt. L., was in Germany when the war broke out. Missing by only a few minutes the train by which he might have escaped, he was arrested and interned. A few months ago he was released and sent to Holland, but for some unexplainable reason is still held there, presumably a prisoner.

Capt. Reginald Johnson, son of Henry G., president of Johnson Bros., was killed at Ypres April 13.

NEVER AGAIN.

MOST of the speculation concerning the recovery by Germany of her former foreign trade when the war shall have ended has failed to take into account certain factors. Among these are the changes of conditions which the war itself has caused. It has been brought out, for instance, that by selling acceptances to British banks and bankers the Germans were able to finance their foreign trade by the aid of English capital. This process is hardly likely to receive sanction in the future, and the lack of available German capital will prove a great handicap to any attempted revival of foreign trade. Another thing to consider is that the preferential commercial treaties, from which Germany was so much a gainer, are now a thing of the past, never to be renewed. These treaties, and especially the ones with contiguous countries, like France and Russia, were one-sided, with all the advantages in favor of Germany. The trade obtained under them was the cornerstone of German foreign commerce and came very near to being a monopoly. The large profits derived therefrom enabled German manufacturers to sell their wares in other foreign countries, where they met competition, at very small margins of profit,

or at none at all, for a while, until they had bested their competitors. All of this system, including the elaborate trade and financial organization which was part of it, has been broken up and can never again be reinstated.

ART GLAZING WITHOUT METAL.

AS is well known, the usual method of making "stained glass windows" and other colored glass decorative articles, including some varieties of lamp shades, is to border or frame the small individual panes of glass with lead and then join them together. Since the advent of the war, however, the use of metals of all kinds has been more and more restricted in Germany, so that it has been necessary to find some other way of doing the work. According to a new process, the single pieces of glass are arranged in the manner desired upon a fire-proof backing, and are then joined all together by heating in the kiln with the aid of a good glass flux. As soon as this first fusion has been effected the entire piece of work, together with the backing, is withdrawn from the kiln, finely powdered glass flux is filled into all crevices and joints, and it is then melted by the assistance of a blowpipe. The piece of work is now ready for mounting in position, and no leading or metal bordering of any kind is required. The artistic effect is also said to be enhanced, as the picture is not so much 'broken up' as by the pieces of metal.

A JOY IN PROSPECT.

"MAMMA, what would you do if that big vase in the parlor should get broken?" asked Tommy. "I should spank whoever did it," said his mother. "Well," said Tommy gleefully, "Pop did it."

WAR SAVINGS STAMPS DELIVERED TO YOUR HOME

Tear Out—Fill In—Hand Letter—Carrier—or Mail to Post Office

TO THE LOCAL POSTMASTER:—Kindly have letter-carrier deliver

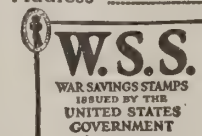
to me on _____ for which I will pay on delivery:

(State number wanted) \$5. U. S. WAR-SAVINGS STAMPS at \$_____ each
(See prices below)

(State number wanted) 25c. U. S. THRIFT STAMPS at 25c. each.

Name _____

Address _____



W. S. S. COST DURING 1918					
April	\$4.15	July	\$4.18	Oct.	\$4.21
May	4.16	Aug.	4.19	Nov.	4.22
June	4.17	Sept.	4.20	Dec.	4.23
W. S. S. WORTH \$5.00 JANUARY 1, 1923					

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

The filing of receivership proceedings against the Oriental Glass Co. has resulted in closing down one of the oldest glass decorating plants in the United States. The company started to encounter trouble last January, when its supply of gas was shut off, and inability to obtain ware was another obstacle to progress. The concern had been operated since the death of the late Andrew Stock by his two sons, Andrew, Jr., and Oliver. The concern had for years enjoyed a favorable business, but could not buck against present conditions. Whether or not the plant will be offered for sale has not been announced. Other glass decorators, especially those whose plants are located at such points where ware has to be shipped to them by rail, have had their troubles, too, but possibly not so severe as the Oriental. The exceptions are those located in the Wheeling district, where ware can be trucked from manufacturer to decorator.

Just when Eastern shipping out of this district was considered "very favorable," announcement came that Philadelphia and several other Eastern points on the Pennsylvania Railroad were under embargo. This occurred May 17, and there was nothing to do but hold the packed ware in the shipping rooms until the situation cleared again.

Jobbers of lighting glassware here say that the bulk of the demand is for odd lots. Residential requisitions seem to be more numerous now than at any time since last fall.

The shortage of staves, hoops and headings for new barrels is acute. Many manufacturers are now using any kind they can obtain. Even second-hand barrels now cost almost as much as new stock. Stave manufacturers report they are not only short of help, but cannot obtain cars for prompt loading.

The report is current that candy jars and other food containers are likely to be advanced very shortly.

Many glass manufacturers here are doing special

mold work just now for the Government, and in all cases quick delivery is called for.

Glass bathroom specialties are in rather active demand. The full line is moving, and some very liberal orders have been recently booked.

The last few weeks have shown a decided increase in the demand for lemonade and water sets. Light cut offerings of the latter are selling well, and decorated lemonade sets are in active call. Southern jobbers have of late been requesting heavy shipments of them.

The United States Glass Co. is contemplating the issuance of a new catalogue showing all lines manufactured.

It is expected that when operations start at the new plant of the Parkersburg (W. Va.) Flint Glass Co. at least one hundred hands will be employed.

Local jobbers are having difficulty, in obtaining merchandise from glass plants. Stocks on hand are very limited.

The loss sustained by glass manufacturers in consequence of the freight embargoes this year has been enormous. At times the glut at some of the factories caused an entire cessation of production. Overhead charges of course went on, and millions of cubic feet of gas were consumed, because the glass in the pots had to be kept hot. There was a lot of useless drayage. Permission to ship would be given, and by the time the merchandise was at the station the embargo was on again, and the stuff had to be carted back. The loss of trade because orders could not be filled is incalculable.



The Clyde glass plant has been sold to W. G. Edmonds, representing a big glass corporation of Saginaw, Mich., which will begin immediately to remodel and equip it throughout with modern and up-to-date machinery. The cost of the proposed improvements will be some

\$50,000. One hundred and fifty hands will be employed. The factory will be run twenty-four hours a day making various glass products, especially glassware for use in the army.

A DRIVE EVERY MONTH.

THRIFT Stamp Day has come to stay. The results of the first were so satisfactory that the National War Savings Committee of Greater New York has decided to hereafter set aside every first day of each month as Thrift Stamp Day, and all business houses throughout the Greater City have been asked to cooperate and make a special drive to boost sales on those days.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

WANTED—GLASS CRYSTALS, OCTAGON SHAPE, FIVE-EIGHTHS TO ONE INCH ACROSS FLAT. ADDRESS BOX 10, ROOM 209, CABLE BUILDING, NEW YORK.

BUSINESS OPPORTUNITIES.

WANTED—A line of brass goods and mahogany novelties to sell on commission basis in Wisconsin and Minnesota by salesman of long experience and with highest references. Address A 170, this office.

WANTED—A line of electrical fixtures to sell on commission in the Northwest by experienced salesman making towns from 4,000 population up. References given. Address A 171, this office.

WANTED—By selling agency covering Central and Southern States a line of heavy cut glass on a commission basis. Must be line of fair quality and moderate price. In 1917 we sold better than \$25,000 worth of this class of product. Address A 173, this office.

FOR SALE.

WHO WANTS A POTTERY?

WHITE WARE PLANT.

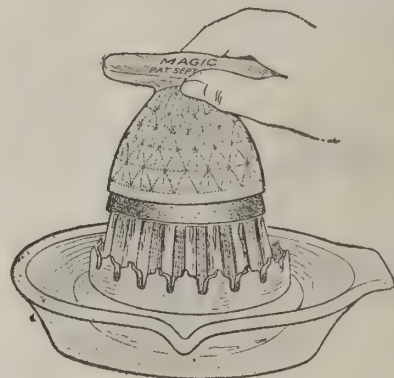
LOCATED IN CENTER OF CONSUMPTIVE FIELD. RUNNING EVERY DAY. PLENTY OF UNFILLED ORDERS, PLENTY OF MATERIALS, PLENTY OF CHEAP LABOR, PLENTY OF CHEAP FUEL. IN GOOD FINANCIAL SHAPE. GOOD WATER AND RAILROAD FACILITIES—HAVE NOT HAD AN EMBARGO IN OUR FIELD THIS YEAR. THIS PLANT TAKES ALL MY TIME—MORE THAN I CAN GIVE IT. I CAN ARRANGE WITH PROPER PARTIES WITH A FEW THOUSAND DOLLARS TO CONTROL THIS PLANT, ME HOLDING ALL, OR PART, OF MY PRESENT INTEREST.

ADDRESS A 169, THIS OFFICE.

HELP WANTED.

SALESMAN to travel who is acquainted with the better class of retail china trade, gift shops, etc., in the larger cities, to sell a line of new novelties on a salary and commission basis. Address A 172, this office.

MAGIC GLASS LEMON-HOLDER.



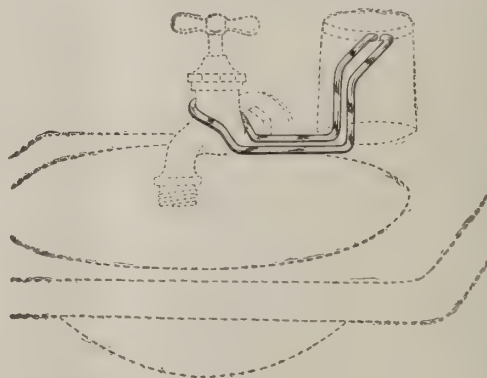
A new patent. Place the half lemon in the holder and extract the juice from the lemon as per cut. Sanitary, practical and indispensable.

MAGIC SHEEP'S WOOL BRUSH.



Made in four sizes. Can be used wet or dry. Will sell on sight. Write for circulars and prices.

MAGIC NEW PATENTED TUMBLER HOLDER.



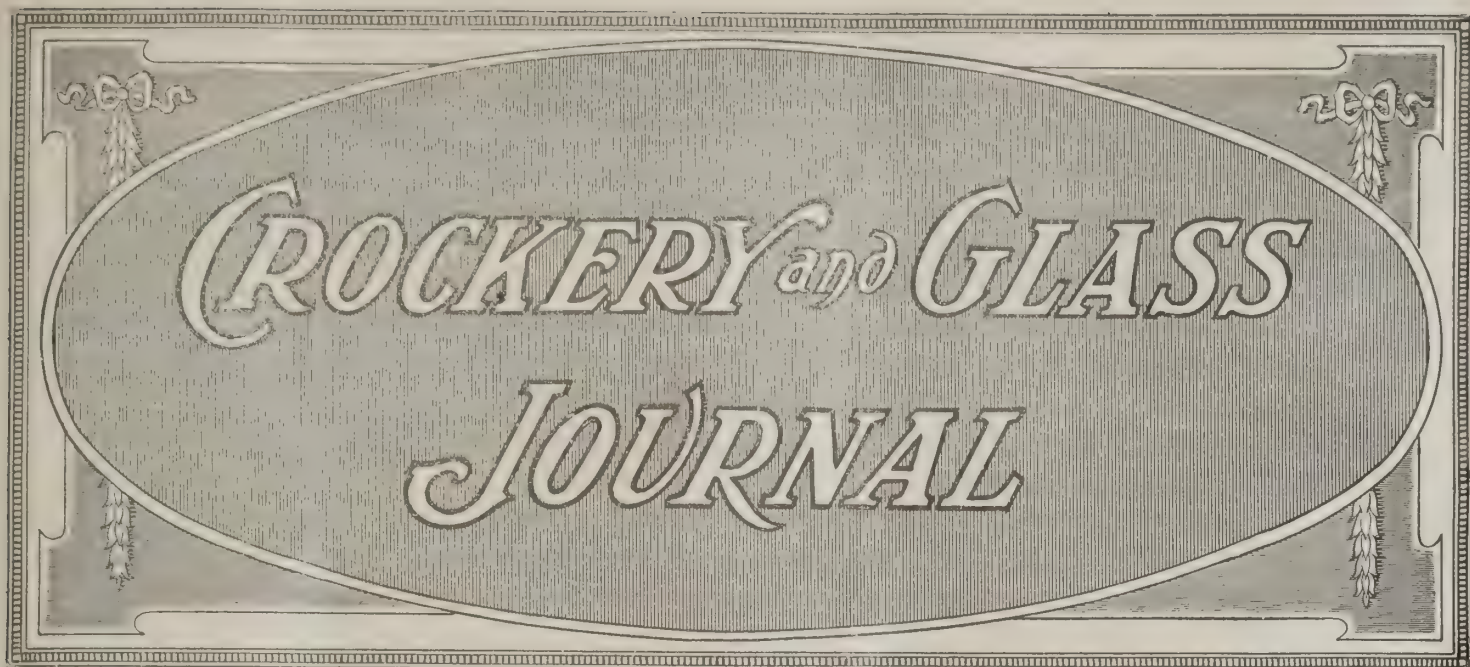
Simplicity in itself. Fits on most any faucet. No mutilating of walls. A most needed want.

MAX LOEWENSTEIN,

REMOVED TO

178 Fifth Avenue, New York.

Telephone, Gramercy 4058.



NEW YORK, MAY 30, 1918.

CONDITION OF TRADE.



New York A little spirit was noted in business this week, occasioned largely by mail orders to the importers. And the travelers who are still out sent in a little more business than they did the week before. A few visitors put in an appearance, but their purchases were not large. Perhaps this increase in trade is the forerunner of a more lively business. In commenting on conditions one importer said that the large number of orders he had received this week and the latter part of last, though not for very large amounts, indicated that retailers were moving their stocks and were obliged to buy matchings to keep their dinner sets in salable condition.

The local agents in both crockery and glassware had a better call than for a month past. The movement in glass was distinctly better, one representative reporting that his business for the week was equal to any done this year, and another that he had found an excellent demand.

The cut glass market is very quiet, except for some kinds of light cuttings. From all appearances retailers are pretty well stocked. Unfortunately, some of this stock is not of the best quality.

Improved conditions are noted at the potteries in the matter of freights. Many more goods have been moved within the past few days, and shipments have been larger than for any one week in months. The receipts of raw material have also been very gratifying, and much of the gloom that pervaded the pottery cen-

ters has disappeared, particularly as the fuel supply has been quite like normal. A shortage of labor continues, and this phase will grow worse instead of better, but with raw materials and fuel in abundance the output will be fairly good.

Collections, which have been unusually good all the year, showed a big falling off. The Red Cross drive on top of the Liberty Loan campaign has had its effect, and in their patriotism merchants have given "till it hurts" not only themselves, but their creditors.

Retail trade in the city was not very brisk. The women had other business than buying crockery. They were collecting for the Red Cross. Their enthusiasm was unbounded. They were everywhere—on street corners, in booths, "passing the hat" in the elevated and subway trains. One could not get away from them. How, then, could they buy crockery and glass? Now that the drives are over for a time, better business will probably follow.



East Liverpool and Vicinity Activity in the receipt of new business with manufacturing potters here continues. While only a few buyers have visited the district within the past week, mail orders have been up to normal for this season of the year. From many sections reports are heard of shortage in stocks, and manufacturers are doing all they can to relieve the situation—

in many cases shipping merchandise almost as soon as drawn from the kilns.

Pittsburgh and Vicinity The demand for packers' glassware, food containers and display jars is very active. Popular-priced assortments of cut glass are also moving well. The demand for high class decorated goods is not up to normal. Lighting glassware is in very fair request, considering the small volume of new building now going on. Water and lemonade sets are selling well.

WILLIAM HOWELL NOW PRESIDENT.

At a meeting of the directors of Pitkin & Brooks, Chicago, held May 22, H. H. Rockwell was elected a director to fill the vacancy created by the death of E. H. Pitkin, and the following officers were elected: William Howell, president; E. W. McCready, vice-president; R. L. Boughton, secretary and treasurer.

Mr. Howell has been in the china trade twenty-eight years, and in this firm since 1906. For the past six years he has had the management of the business. E. W. McCready, of the R. W. McCready Cork Co., is a son-in-law of the late E. H. Pitkin. H. H. Rockwell is assistant secretary of the Northern Trust Co., and trustee of the estate of E. H. Pitkin. R. L. Boughton has been with this company for two decades, and has held the same office for the past twelve years.

NEW IMPORT PLAN.

MUCH interest has been aroused in customs and import circles following the recent announcement that an organization headed by Alfred I. du Pont, of Wilmington, Del., is planning to bring foreign goods here for exhibition purposes and that these goods will be admitted duty free, under a special act of Congress approved on August 22, 1912. This organization, it is understood, has taken over the Merchants' and Manufacturers' Exchange of New York, which holds the present lease of the Grand Central Palace, and by this action the special privilege granted by Congress to that organization is obtained by the du Pont interest.

The act of Congress gave to the Merchants' and Manufacturers' Exchange of New York the privilege of bringing foreign goods for exhibition purposes during the years 1911 and 1912. This act was later changed so that the privilege was extended indefinitely rather than being limited to the years 1911 and 1912.

The act gives to the new organization the privilege of making the Grand Central Palace a "free zone." Advocates of the free port plan will watch developments of the new plan with much interest as it will demon-

strate on a small scale the practicability of the free port idea.

SALES OF WAR SAVING STAMPS.

THE total sales of War Saving Stamps by the crockery, glass and allied trades to date, according to the report furnished us, is as follows:

War Savings Stamps	Thrift Stamps
J. Wedgwood & Sons.....	33 226
Wimelbacher & Rice.....	8 42
Morimura Bros.....	116 4507
Geo. Borgfeldt & Co.....	93 1266
J. H. Venon, Inc.....	66 196
U. S. Glass Co.....	46 752
C. Dorflinger & Sons.....	15 120
K. J. Okajima.....	193
George H. Kamoi.....	8
Wallach-Behrend Co....	\$126.50
Tashjian Bros.....	45
Takito, Ogawa & Co.....	302
Le Roy T. Pease.....	24 250
Edward Boote.....	53 666
B. Shackman & Co.....	53 727
Lowenfels & Co.....	3 351
Chas. M. Levy.....	3 100
Edward B. Dickinson....	9 156
Frank & Danziger, Inc...	9 10
A. J. Fondeville & Co....	6 176
E. I. Horsman Co.....	45 237
Pairpoint Corporation....	20 459
Strobel & Wilken Co....	\$1,213.21
L. Straus & Sons.....	203 770
Lazarus & Rosenfeld.....	123 1980
Herman C. Kupper.....	283 420
B. Illfelder & Co.....	1 37
L D Bloch & Co.....	46 713
Leo Schlesinger Co.....	\$1,513.50
The Herbert Co.....	8 729
Bissell Carpet Sweeper Co	9 60
Empire China Works	57 488
B. Strasberger.....	31 199
Ed. Williamson.....	54
Wm. H. Plummer & Co...	35
John Simmons & Co.....	27 288
Wm Dougherty.....	24 144
F. A. O. Schwarz.....	47 539
Steinfeld Bros.....	9 35
Higgins & Seiter, Inc	239 806
Fensterer & Ruhe.....	45 587
John L. Garvey.....	3 16
Edw. D. Soule.....	431
Gudeman & Co.....	5 221
Fostoria Glass Co.....	40 52
Ko Kozai.....	42
Theo. Haviland.....	11 22
S. Birens.....	6
Vogt & Dose.....	1 131
Calumet Mfg. Co.....	25 38
Jas. S. Barron Co.....	34 86
H. G. McFadden & Co....	150 100



Pointers for Buyers.



Where Live Merchandise May Be Obtained.
 Tips to Dealers Looking for Ready
 Sellers.

BOUND TO BECOME POPULAR.

"A thing like that will go like wildfire. Get those plates to me by express!" said a buyer upon being shown "Eddie" Hammond's latest idea—a plate with a border decoration consisting of the flags of sixteen Allied nations and a shield with the grouped flags of the countries as a centrepiece. This dealer didn't take thirty seconds to make up his mind. Neither will a lot more when they visit the wareroom. For the benefit of those who can't come to the city an illustration is printed on our cover page.

POTTERY SPECIALTIES.

The latest arrival from the Haeger Potteries to be shown by Mrs. Mary G. Schott at the factory's New York office is a line of salad sets that are certain of finding a host of admirers. The set consists of an octagonal-shaped bowl and tray, or plate, and six small regulation-size salad plates to match. Among other new items are very pleasing shapes in an after-dinner coffee set, and a lemonade set comprising a tray, jug and six tumblers in dark blue.

TRANSPARENT DECORATIONS ON GLASSWARE.

The McKenna Bros. Sales Corporation, 1140 Broadway, have added to their lines that of the M. Kayser Art Co., Milwaukee, Wis., manufacturers of a line of decorated glassware in which a transparent coloring yields extremely artistic effects. It is high class in every respect, and its prices are reasonable, considering the quality.

HIGH-FOOTED COMPORTS.

The Smith-Phillips China Co. has sent to H. Benedikt, 7 West Twenty-second street, an exceedingly tasteful assortment of six all-over patterns in high-footed comports. The shape is very good, and the decorations have been selected with taste and judgment.

AN ATTRACTIVE SHORT LINE.

The newest importation of Royal Worcester china on view at the salesroom of Maddock & Miller, 54 Murray street, includes a short line consisting of after-dinner coffee sets, tea sets, boudoir sets, service plates,

and other utilitarian items in one of the daintiest designs seen in many moons. Its simplicity and quaintness attract immediate attention, and it should enjoy a long reign of prosperity, for it is one of those styles of decorative treatments of which one never tires. A black oblong medallion, with an old-fashioned-looking basket filled with flowers in subdued colorings, is its sole adornment with the exception of a black line edging. This on a canary-yellow base makes a decidedly striking combination.

GIVES UP COMPETING LINE.

A. P. Doctor, who has represented the Wheeling Decorating Co. in the local market for the past two years, will no longer handle the line, for the reason that the Central Glass Works, of which he is New York representative, are turning out a very similar class of decorations.

REALLY DISTINCTIVE.

Anyone in search of a really distinctive cut glass design will find it in the "White Rose" pattern of the Irving Cut Glass Co. shown by George A. McIntire at 7 West Twenty-second street. Beautiful matt-finished roses and rosebuds are the predominating features, executed by a patented process used exclusively by the concern that gives the flowers the appearance of being embossed, and brings out the details in a relief effect that is remarkable. Everything usually found in cut glass, with the addition of many unusual items, is included in the line.

STILL ADDING TO THEIR LINES.

Demorest & Co., 156 Fifth avenue, have taken on another new line. Their latest acquisition is that of the Sun Glass Co., Morgantown, W. Va., manufacturers of lantern globes, battery jars, vases, lighting goods and various specialties.

ALL-GOLD DECORATIONS.

"Nothing succeeds like success." The better the all gold decorations put out by Jesse Dean are known the more they appeal to buyers. The work is the best that has ever been attempted, either here or abroad, and the designs are admirable.

BOSTON BUSINESS NOTES.

MANY of the men in the establishments which closed over Memorial Day will not return to their desks until Monday morning, as business seems to have slowed up considerably. Few buyers were in town this week. In the Boston department and other retail stores business has been dull, but reports from the large manufacturing cities in New England show that they are putting the extra earnings and large dividends right back in circulation without losing time. Next week things will probably be better here.

A number of leaders in the trade are interested in pushing the downtown end of the War Savings Drive that is to start June 7 and end June 28. If the plans are successful more than 1,000 W. S. S. Societies will be organized. Nearly every group in the trade is either in a society or about to get in. The large stores all have their own bodies, and in most instances several of them, by departments or floors or groups. Houghton & Dutton Co. has the largest single society of this kind.

George B. Johnson, of the R. H. White Co., has been elected a director of the Chamber of Commerce for the two-year term.

The Gilchrist Co. gave ten per cent of one day's entire sales to the Red Cross Fund. The Jordan-Marsh Co. made a gift of \$10,000 for itself. The C. F. Hovey Co. gave \$2,500; S. P. Mandoll, former president of Hovey's, gave \$1,000; Filene's, \$452, collected in the parade; S. S. Kresge Co., \$140.

John Shepard, Jr., president of the Shepard Store, Providence, and Shepard, Norwell Co., Boston; Felix Vorenberg, of F. Vorenberg Co. and the Gilchrist Co.; C. E. Osgood and Mrs. C. E. Osgood, of C. E. Osgood & Co., have joined the Limit Club, qualifying by buying \$1,000 worth of War Savings Stamps.

G. H. Wood, of Lowell, was here and reported things "humming" in the mill city.

H. A. Martin, buyer for the Smith, Patterson Co., is back from a flying trip to New York.

"Got to buy a set of dishes for a friend of mine who's going to get married," said a young man the other day, as he greeted a friend of his who is head of the crockery department in one of the large stores.

"All right," said the buyer; "but, young feller, do you realize that it's going to set you back some?"

The caller smiled derisively, as much as to say: "You must think I'm a greenhorn." Then: "'Course I know; I've bought dishes before."

"Lately?" persisted the buyer, who was bound to have some fun at the expense of the pocketbook of his acquaintance, whom he knew to be rather careful as to how he spent his money.

"Well, no," said the other; "not for five years."

After the buyer had helped him to pick out a pattern that "looked good" and mentioned the price the disdainful air disappeared entirely, and thereafter the price was the prime consideration, rather than the shape or decoration.

"I've found that there are plenty of others in the same mood these days," was the comment of the buyer after the customer had gone out with one hand on his pocketbook.

SANITARY POTTERS ASK RELIEF.

WITH a view to having the order of the Government Fuel Administration reducing by fifty per cent the amount of coal which can be used in the sanitary potteries of Trenton, N. J., modified, the War Service Committee of United States Sanitary Potters, of which John A. Campbell is chairman, recently conferred with officials of the fuel administration in Washington; but it is stated that there is only slight hope of having the edict annulled.

The Government order limits the quantity of coal allowed the industry to fifty per cent of the annual average used during the past three years. The order became effective January 1.

The only hope held out by the potters for a modification of any kind is the antedating of the order to cause the calculation to be based on the year beginning April 1 or May 1, instead of January 1; but as to the percentage, the manufacturers are satisfied there will be no change.

During the winter months the potteries are operated to a greater degree than in the summer, and the order means that if the supply of coal allowed to any one industry shall be consumed at any time before the year has expired the industry will have to be closed.

It was decided by the Potters' Committee to confer with the fuel administration in the matter because it is known that hardship will result from the order and because of the contention that the manufacturers were not consulted in the matter before the edict was issued.

The manufacturers say that if the Government holds the order to be of absolute war necessity they are perfectly willing to assume their share of hardship.

Besides Mr. Campbell, A. M. Maddock and P. J. Flaherty, representing the manufacturers, Frank H. Hutchins, Sheldon Moore and George H. Cartlidge, representing the workmen, are members of the War Service Committee of the Sanitary Potters and attended the conference in Washington.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

That the glass manufacturers are in need of a positive cost system was shown in a glaring manner the other day. A large concern bidding on a Government order was offered the business at ten per cent plus cost. When the bid was submitted the cost price was asked for, but this could not be given in the detailed form desired. Needless to say, a cost system was immediately installed in this particular plant. Many factories which have been working with old-time methods have come to realize that more modern systems are a matter of necessity. The installation of such plans has more than once disclosed the fact that many items were being sold at below cost of manufacture, and new selling lists had to be established.

The volume of export business for Canada now on the books of various glass factories is heavier than for months past.

George Dougherty, of the United States Glass Co., and Reuben Haley, head of the designing department of the concern, have returned to the home office after a business trip through Ohio.

Much business is developing now for popular-priced lines of cut glass assortments. Manufacturers and selling agents say that more orders are now being received for such assortments than for many months. Department store buyers are looking for these goods to be used as "leaders," and all items that can be worked up into assortments are being utilized.

One of the best traffic experts in the Pittsburgh district is authority for the statement that while the car supply just at this time appears good, the condition cannot last. A shortage is bound to occur as the movement of war material toward the Eastern seaboard increases, and within the next few months the pottery and glass industry will undoubtedly be largely affected.

Remodeling of the former plant of the Ripley Glass Co., at Connellsville, Pa., which was recently acquired

by William M. Anderson, of this city, will start within a few weeks. Continuous tanks are to be installed, and enlarged lehrs are to be built.

Over eighty young men from Jeannette, Pa., left this week for national army service, and a number of them were taken from the glass industry. Every call for men depletes the working force of some glass plant or other.

Watson W. Lang, local manager of the Kinney & Levan branch here, has returned from a two weeks' vacation spent in the country.

The new Frank & Seder department store here is the only one of its kind in the city minus a china and glassware department.

Orders for jelly tumblers are exceptionally heavy, even for this season of the year. The machine factories have an unusual amount of business ahead, and the mails are bringing in more daily. These manufacturers who watch the crop reports are of the opinion that the sale of jelly tumblers this season will far exceed all previous records. The fact that the Government is allowing unlimited purchases of sugar for preserving purposes is also causing an increase in the demand for other glass containers.

Not a few inquiries are now being made for merchandise for early fall shipment. Buyers who have been in this market of late say they did not receive 1917 holiday goods until after the season was over, and that shipments of this year's holiday requirements had better be made in September.

Flower vases are in good demand. Not only have the department stores been ordering liberally of this item, but retail florists have been active in the market.

The first flat crate of this season's cantaloupes arrived in Pittsburgh on Monday and was promptly sold at public auction for \$75, or at the rate \$5 per canta-

loupe, for the crate contained only fifteen. The crate was then taken to the Atlantic Garden, where it was again offered for sale and bid up from \$4 to \$60, the high bidder being Ben. F. Pritchard, of the Eagle Glass and Mfg. Co., Wellsburg, W. Va. Pritchard then auctioned it off again, and this third sale netted \$50, or a total of \$185 for the three sales. The entire amount was then turned over to the Red Cross Committee.

HOW PRODUCER GAS IS MADE.

AT the present time manufacturers of glassware are up against the necessity of providing a substitute for natural gas. Public service gas corporations for a considerable time past have been unable to provide industrial concerns with their requirements, and many of the glass manufacturers have been notified that their present contracts will not be renewed.

For the information of those desirous of knowing how producer gas is made we submit the following from the H. L. Dixon Co., glasshouse engineers, Pittsburgh:

Of all the commercial gases producer gas is the easiest and cheapest to make. It is made by simply passing air or air and steam through a body of fuel. The fuel may be soft coal, hard coal, coke or wood. The oxygen of the air unites with the carbon to form carbonic acid and carbonic oxide. In order that the resultant gas may contain as little carbonic acid as possible a comparatively deep bed of fuel is carried and the steam and air are caused to travel through at a moderate rate of speed. If no steam is used the fuel bed will get hotter and hotter, causing the ash to clinker and give trouble in cleaning out. Steam serves to keep the producer in good working condition, but in addition some of the steam is decomposed, so that the resulting gas will contain some carbonic acid and carbonic oxide derived from the oxygen in the steam, together with some hydrogen. Of course, if coke is the fuel used, there will be practically no hydrogen in the made gas except that derived from the decomposition of steam. When gasifying fuel in a gas producer and using only air as blast, the temperature becomes excessively high. There is more heat evolved by the burning of carbon to carbonic oxide than the made gases can carry away by their "sensible" heat. Then, in order to utilize this excess of heat and also to keep the producer in good working condition, steam is admitted with the air blast in such proportions as will accomplish these ends. Decomposition of a portion of the steam absorbs a portion of this excess heat. The hydrogen of this decomposition is directly added to the volume of the gas as free hydrogen. The oxygen so derived will react with carbon to form carbonic oxide and thus increase the volume of gas made. And to the extent that the steam furnishes oxygen, just so much less air-oxygen

will be required, and the dilution of the gas by air-nitrogen will be correspondingly lessened. When gasifying hard coal or coke, more steam can be decomposed than when gasifying soft coal, for the reason that, in the latter case the driving off and breaking up of some of the contained hydrocarbons absorbs some of the excess heat, leaving less to be used for the decomposition of steam than in the case of hard coal or coke, which contain no hydrocarbons to be distilled.

The manufacture of producer gas is a continuous one. Fuel is fed as needed and a continual supply of air and steam is added. If hard coal or coke is the fuel, the gas comes off comparatively clean and requires little scrubbing for use in gas engines. But if soft coal is used, the gas contains a large amount of tarry vapors and is extremely dirty. By suitable scrubbing it may be cleaned, when it is admirably adapted for use in gas engines.

Many gas "processes" have been exploited which consist in adding a percentage of oil gas to producer gas. Of course the heating value of the mixture will be enhanced by the amount of heat in the oil gas added. And sufficient oil gas may be mixed with producer gas to make the mixture luminous. But even with such additions the resulting mixture must contain the inert nitrogen derived from the air in the manufacture of the producer gas, together with the unavoidable presence of more or less inert carbonic acid. While producer gas varies, according to the fuel used and the condition of the producer, the following may be taken as a typical analysis, using soft coal, with the producer in good condition:

Hydrogen.....	10.00%	} Combustible	36.50%
Marsh gas.....	3.00%		
Olefiant gas.....	.50%		
Carbonic oxide.....	23.00%	} Incombustible	63.5%
Carbonic acid.....	5.50%		
Oxygen.....	.5%		
Nitrogen.....	58.00%		
<hr/>			
	100.00%		

Using the calorific values given before for the constituent gases the above gas has a calorific value of 144 B. T. U. per cubic foot. It has about one-seventh the heating value of natural gas. Inasmuch as carbonic oxide burns to carbonic acid, it is evident that the presence of carbonic acid in the analysis indicates that the producer has been operated in such a manner that some of the carbonic oxide has been burned in the producer.

A typical analysis of producer gas from hard coal is as follows:

Hydrogen.....	20.00%	} Combustible	45.00%
Carbonic oxide.....	25.00%		
Carbonic acid.....	5.00%	} Incombustible	55.00%
Oxygen.....	.5%		
Nitrogen.....	49.50%		
<hr/>			
	100.00%		

The above gas has a calorific value of 144 B. T. U.

per cubic foot. But it is noticeably different from the analysis of gas derived from soft coal in the higher percentage of hydrogen and the entire absence of marsh gas. The higher percentage of hydrogen is due to the decomposition of steam, as already explained.

To make gas of the above analysis demands that the producer be handled with intelligence and kept in the best working condition.

ENGLAND'S FAR-FLUNG TRADE LINE.

LIKE the Venice of the Middle Ages, and largely for the same reason, England has been the trading nation of its time. Its manufacturers, its merchants, its industrial promoters and its investors have found in every port of the world financial facilities offered by men of their own race, their own training, and their own point of view, and ships that were owned, managed and commanded by their fellow countrymen. There is great advantage in being able to deal with one's own countrymen in the other countries of the earth; there is even greater advantage in having a center, such as London, where all these interests converge and where the services of any of them may be enlisted.

In London a business man may talk to officials of banking institutions which have branches in places the very names of which are unknown in many another commercial center. Fernando Po, Mombasa, Dar-es-Salam, Niji-Novgorod, Zante, Foochow, Basra, Casablanca, Antofagasta, Ceara, are but a few places at which there are centers of credit and expert trade information which have enabled British exporters and importers to do business with other men anywhere on the globe, make payments to them, or receive payment from them, with mutual satisfaction, and which very largely opened opportunities for British investments outside the United Kingdom. In 1910 Sir George Paish estimated these investments at seventeen and a half billion dollars, and every foreign investment meant more British foreign trade.

Means of travel also radiated from England. The man who wanted to see to his investments or sales in China could cross the Atlantic, use the railroads of Canada, take boat across the Pacific and arrive at Shanghai on schedule and at predetermined cost; in his journey he would not leave the protection of the British flag. If he liked, he could return home by completing a circumnavigation of the globe with similar provisions for his comfort and convenience.

His merchandise in packages could be carried by the same or other lines, on schedule. If he had full cargoes to transport, the ubiquitous British tramp steamer was at his command—steamers that shifted about the oceans very much as the seasons indicated

the products that were to be moved. A tramp might remain for years away from its home port in the British Isles. Meanwhile, it might carry sugar from Cuba to the United States, agricultural implements from the United States to South Africa, proceed in ballast to Australia, load wool for the United States, carry steel products to Argentine, take skeepskins to France, cross to England and get a cargo of coal for the Suez Canal, pick up a load of salt at Aden for Calcutta, take on board jute for the United States, and all the while, because of the general desire of the owners to get the boat home for repairs and refitting, it would prefer cargo that would take it toward home, and having had its overhauling it would be ready for an outward-bound cargo, if necessary, at preferential rates. In all of its voyages about the oceans it would represent British enterprise, would be most available for British use, and would be a means of promoting British commerce. Its services would always be most obtainable in England, and on most advantageous terms.

THE TRADE'S RED CROSS CONTRIBUTIONS.

A SUMMARY of the report of the crockery, glass and allied trades unit shows that seventy-five firms reached one hundred per cent of the quotas allotted to them—they and their employees, to the number of \$1,182, having contributed or pledged \$13,154.61—fifty-eight other firms, with 1,169 contributors, \$10,137.49; while miscellaneous contributions reached \$18.50—making a total of \$23,310 60.

SELF-EVIDENT TRUTHS.

IF goods are sold with control given, that pledge should be kept sacredly.

Where an agent is employed it is not fair to "go over his head" and undersell him in his territory, even though the house may have reserved accounts.

If buyers go to headquarters and get prices the agents should immediately be notified of the fact and the quoted prices furnished them.

Where goods are sold to jobbers at jobbers' prices it is bad policy, and more than bad business, to sell the retail trade in the jobbers' territory at the same or less than the jobbers' figures.

It is poor business to fill up the market and then appoint an agent to canvass the district that has been supplied.

It is more than mean and contemptible to steal an agent's customers by offering them the agent's commission if they will deal direct.

FOUNDED IN 1874.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MAY 30, 1918.

WE would gently suggest to those of our contemporaries who are in the habit of enriching their columns by appropriating from ours that the employment of the word "Exchange" as a credit is no longer considered good form by editors who have regard for the ethics of the profession or who make the slightest pretensions to modernity. The style went out with the stage-coach. Far better to continue the usual practice of stealing outright.

THAT "FREE ZONE."

AS will be seen by an account printed elsewhere in this issue, Alfred. I du Pont has taken over the lease of the Grand Central Palace with the view of making it a "free zone."

This means that foreign manufacturers may lease space in the building, bring over samples—which will remain in bond, paying no duties—exhibit them for such length of time as they may wish, take orders, and then send the samples back—or, if they see fit, pay the duties and sell them.

If such a scheme is consummated it will work a great hardship on regular importers. These maintain expensive establishments, some of them owning their buildings, on which of course they pay taxes, besides paying individual or corporation levies. They are citizens of this country, employing many clerks and other help, and in every way support the Government. This

new venture would allow foreigners to come into competition with them on a decidedly unfair basis. Bringing in their samples free, paying a small rent, and employing no labor, they would be able to sell at a much lower price than those now engaged in the business.

A protest certainly ought to be made. Later on, when the war is over, will be too late. Once established, the practice will be difficult to abolish. The time to act is now.

PERSONAL.

YOU wouldn't think it to look at him; but on June 1 Leonard Stock will have been forty-two years in the crockery business. He started with A. Hoerdkorn, a retail dealer on Grand street, and after four years' service went with C. F. A. Hinrichs. When that business was closed he engaged with Geo. F. Bassett & Co. for a year, and then with Chas. Ahrenfeldt & Co., remaining with H. C. Kupper when that gentleman bought the business. He is just back from a trip through the West and Northwest, where he says the only complaints about business he heard were due to lack of merchandise. He says that a great change in public sentiment has come over that section of the country. It is now enthusiastic for the prosecution of the war, whereas three years ago not much interest was manifested.



H. Day, buyer for the Hunter, Tuppen Co., Syracuse, N. Y., who was in town last Friday, has the distinction of placing the first order taken by the E. W. Hammond Co. for the Allied Flag Plate referred to elsewhere.



Captain James B. Slimmon, son of Robt. Slimmon, won his "wings" last week and is now a full-fledged aviator. He is at San Diego, Cal., awaiting orders to go to France.



I. Friend, who has for a number of years been manager of the New York office of the Boston Store, Chicago, has been made merchandise manager of that establishment. His successor as head of the local office is T. J. McCaffrey, formerly resident buyer for Siegel, Cooper & Co., Chicago.



A. F. Tepe, road man for Hugh C. Edmiston, returned home last week from a trip that resulted in a nice amount of business.



H. Ichikawa, with Takito, Ogawa & Co., who recently left for their branch office in Chicago with the intention of making a fortnight's visit, has decided to re-

main until the latter part of July in order to give attention to the concern's lamp factory located in that city.



Alex. Menzies, salesman for the Cambridge Glass Co., and a veteran of the Spanish-American War, has been appointed color-sergeant of the Twelfth Regiment, and says it seems like old times to be a soldier again.



Charles H. Taylor is busy shaking hands with his many friends in the trade after a four months' absence in Florida, where his extensive business interests require a part of his time each year.



It is not at all difficult for "Jack" Hines's friends to picture the happy smile that he is wearing on the road this week after the receipt of a telegram telling him of the arrival of a baby girl at the home of his daughter Hazel (Mrs. O'Connel), Brooklyn, who is most pleasantly remembered by many in the trade who were fortunate enough to enjoy her acquaintance during the time she assisted her father at his office prior to her marriage, over a year ago.



W. C. King, former treasurer of the United States Glass Co., is spending this week in New York and improving the opportunity to pay a visit to some of his old friends in the trade here.



Charles Cohen, head stock clerk in the china and glassware department at Gimbel Bros., left last Saturday for Spartanburg to join the national army.



G. M. Lowman, manager for the Pacific Importing Co., returned last Saturday from a week's stay at the Gift Show in Philadelphia. The exhibit was not nearly as well attended as in former years, but Mr. Lowman's individual business was very satisfactory.



Harry L. Seixas and C. S. Curtis, travelers for Edward Boote, are expected home this week.



H. B. Thistle, jr., spent the week-end at his home in Brooklyn, leaving again on Monday for a trip through Connecticut in the interest of Cox & Lafferty.



Henry R. Shirley, of the Maddock & Miller traveling staff, who is home from his spring trip, says he found business generally good, although a trifle "spotty" in some sections.



William F. Wagner, who left for Fort Hancock on Saturday morning, was the recipient of touching attentions from his associates. The men with whom he has

been in the habit of taking luncheon daily—E. W. Hammond, Max Hirsch, D. King Irwin, H. Benedikt, Ed. Unger, Max Herbert, and Samuel Neuwirth—got together and presented him with a wrist watch just before he took his departure; and Miss Tagg, the efficient young lady who presides over the noiseless typewriter at the E. W. Hammond Co., gave him half a dozen handkerchiefs of the kind required in the army.



Eugene L. Fondeville, son of A. J., has just been appointed Chief Quartermaster in the Naval Flying Corps. It requires a very strict examination to pass, and this young man received 100 per cent. He has not yet been assigned to duty.



Edward Butler, who has been ill with throat trouble, came back to business on Monday.



Norman C. Walker, traveler for Meakin & Ridgway, returned to headquarters on Monday after a long trip that measured fully up to expectations.



Major William D. Finke was ordered to Fort Niagara, Youngstown, N. Y., last Friday, and took command there the following day.



Other buyers in town were C. Smith, for Brown, Thompson Co., Hartford, Conn.; F. L. Sturtevant, for Forbes & Wallace, Springfield, Mass.; J. A. Hammond, of Hammond & Cooke, Monticello, N. Y.; M. Furchgott, of M. Furchgott & Sons, Charleston, S. C.; W. P. Briggs, for Sibley, Lindsay & Curr Co., Rochester, N. Y.; W. T. Mitchell, for Duffy, Powers Co., Rochester, N. Y.; S. Blum, for Cahn, Coblens Co., Baltimore; F. L. Warren, for Wise, Smith & Co., Hartford, Conn.; H. J. Atkinson, for Almy's, Montreal; A. A. Porter, for Marks-Isaacs Co., New Orleans.

GREENHUT'S LEASED FOR HOSPITAL.

THE Greenhut building on Sixth avenue, at Eighteenth and Nineteenth streets, is to be made a clearing hospital for wounded soldiers, having been leased to the Medical Department of the United States Army for the duration of the war and for a year thereafter. The Government will begin the work of turning the one-time department store into a modern hospital with 3,000 beds within a week after the building is cleared.

The Sixth avenue hospital will be in the centre of a new military section which is destined to grow up in that part of the city. The Quartermaster's Department has leased several buildings in that vicinity, and it is

reported that the old St. Denis Hotel at Broadway and Eleventh street, which closed its doors some months ago, is to be taken as an army barracks.

The Greenhut store contains, in six stories, an estimated floor space of about 1,000,000 square feet. There are approximately twenty-three acres of space under the roof, and these will be devoted to the care of soldiers, most of whom will have been returned from France. The wounded will be landed at the base hospital on Ellis Island, and will be brought up on launches to a pier in the Chelsea section, and from there taken to the new clearing hospital. According to report, the Sixth avenue hospital will be devoted almost entirely to medical cases, the surgical cases being sent to more elaborately equipped hospitals near by.

NEED OF A NATIONAL TRADE-MARK.

THE need of a national trade-mark was urged at the spring meeting of the National Retail Dry Goods Association at Chicago, a special address on the subject being delivered by Chauncey P. Carter, of the Bureau of foreign and domestic Commerce, who had an important part in drafting the National Trade-Mark Bill now before Congress.

"One reason why a national trade-mark would be of great benefit to the American manufacturer," explained Mr. Carter, "is because there is so much legalized piracy of private trade-marks in foreign markets. The average manufacturer in this country does not consider export business until he has begun to exhaust the possibilities of the home market. In the meantime it never occurs to him that he ought to protect his trade-mark in foreign countries. See what happens, though: A New York exporter purchases some of his products and sends them to a certain country in South America. The buyer there finds that they will sell well and writes back to the New York exporter for an exclusive agency. Naturally, the exporter is not able to give him an exclusive agency, nor is he anxious to put him in direct touch with the manufacturer. What does the South American merchant do then? He finds that the manufacturer's trade-mark is not registered in his country; so he takes out a registration in his own name. Some years later the manufacturer decides to enter the export field; he inserts advertisements in export journals and soon secures an order from a reputable concern in that same South American country. The order is accepted and the goods shipped; but, lo and behold! when they reach their destination they are confiscated and held upon complaint of the other merchant, who cites his trade-mark registration as proof of his ownership of the mark, also adducing evidence to show that he was the first user of the mark in his country. And he has the law on his side.

"If we had a national trade-mark, owned and pro-

tected by our Government, this American manufacturer could outwit the pirate merchant by merely substituting the national trade-mark for his private mark on all shipments to that country."

Other reasons were advanced for the adoption of a national trade-mark, and issue was taken with those who would make the use of such a mark compulsory. The mark should be granted, it was urged, only to the manufacturers of goods that reflect credit on the industries of the country.

It was also pointed out that the measure providing for a national trade-mark was only one of a number now being put in shape and considered by the Department of Commerce with a view to preparing the American manufacturer and exporter to hold his own in the struggle for world trade that is expected to follow the making peace.

IMPORT LICENSES.

THE War Trade Board ruling announced some time ago through its Bureau of Imports whereby importers must furnish import license numbers to consuls is now in effect. Hereafter, no consular invoices for any commodity are to be vised unless the shipper furnishes the consul the number of the United States Import License covering the shipment. The only exception to this ruling is in the case of shipments covered by general import licenses. It is believed that this new regulation will have the effect of doing away with uncertainty in the minds of both importers here and consular agents abroad as to what import license numbers must be communicated abroad. It will also give the War Trade Board an opportunity of passing upon all importations from a standpoint of enemy trade connection before shipments are put in transit.

The Bureau of Imports has announced that it will pass promptly on all applications for import licenses, so that, if the license is granted, the importer may be informed immediately of his license number and send it by mail or cable to his shipper abroad.

The Merchants' Association, through its Foreign Trade Bureau, has received word of the adoption by the War Trade Board of its suggestion that only the approximate number of packages be given in applications for import licenses, instead of the precise number.

The Association has taken up with the Board the question of the extent to which firms are applying for export licenses before they have orders in sight. This procedure, if improperly used, may work hardship upon more scrupulous firms, inasmuch as an applicant might receive an export license covering a considerable consignment of goods which would never be shipped if orders should not be obtained, thereby preventing the issue of licenses to bona-fide shippers who have orders in hand or in immediate prospect.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Local pottery manufacturers continue to manifest interest in the continuous kiln proposition, and it would be no surprise to learn of

several being erected in this district within the year. Two are to be built at once in the Zanesville district, one at the plant of the Jackson China Co., Falls Creek, Pa., and another at Carrolton, O., during the summer. It is claimed that these kilns may be fired at a cost of about \$125 per week with gas at 30c per thousand cubic feet.

* *

The embargo on shipping to Philadelphia and Baltimore is said to be due to the heavy movement of war material to those cities. No indication is given by railroad officials either here or in Pittsburgh when the situation will be relieved. It is thought by some that both places will be more or less congested during the balance of the year on account of this forwarding of war supplies.

* *

One of the most stirring addresses made here last week during the War Chest campaign was that in the Auditorium of the Elks Club by W. E. Wells, of the Homer Laughlin China Co., during a meeting of the different soliciting committees. The result of it was a decided increase in pledges to this fund for the coming year.

* *

W. T. Tebbutt, receiver for the Cartwright Bros. Pottery, Co., has returned from a business trip to Coschocton, O. Things at the Cartwright plant are in excellent shape. Not one day has been lost since the action in receivership was taken. Both manufacturing and shipping continue on regular schedules.

* *

The Government continues to be a heavy buyer of pottery, and all such business is being given preference by the manufacturers, the shipping being facilitated by the Government representative here.

* *

Not in years has the demand for yellow ware been as heavy in this district as is now experienced. Those

making the line are shipping direct from kilns, and no stock is being placed in warehouses.

* *

Automobile trucks from Pittsburgh and other nearby towns continue to come into this district for ware. Firms sending trucks here declare it is the quickest way to get goods, and as a result a lot of back orders are being cleared up.

* *

So urgent has been the demand for ware here that occasionally pottery manufacturers have resorted to the drawing of kilns on Sunday upon the representation of the kiln-drawers that the kilns were too hot to draw on Saturday. An investigation showed that this was a "hold-up" in order that the workers might obtain extra pay for Sunday drawing, and the practice will be stopped.

* *

A large deposit of silica rock has been located near here, and is now being tested for pottery use. If found available a critical situation will be relieved. Silicate in some form or other is absolutely essential to the production of pottery. While in itself an inexpensive article, if it has to be freighted a long distance the cost becomes considerable; and if this deposit should prove of good grade, not only will the potters of East Liverpool be benefited, but all the nearby pottery towns will be able to share in the advantages derived from the discovery.

* *

The H. R. Wylie Co. gave \$1,050 to the Red Cross in the late drive, which was sixty per cent of the quota allotted to Huntington, W. Va.

* *

"Needs must when the devil drives." Had it not been for the dire necessity of fuel, no one would have thought of going into the West Virginia hills back of Chester and Newell for coal. Though the leads so far are small, there is no knowing how they may develop, and it is more than possible that other mines may be found.

* *

As a result of a wage conference at Atlantic City

between manufacturers of sanitary pottery and committees representing the National Brotherhood, the wages of employees in that branch of the trade have been increased, effective on the first full pay after June 1.

VALUABLE FOR ANY DEALER.

THIS week H. Benedikt received from the Salem China Co. a revised sterling list which is one of the most concise and complete yet published. It contains a full standard list of white ware, net prices for half matt and half bright gold handles, compositions of dinner sets from 31 up to 112 pieces, and a sterling and currency list from \$4 to \$20 the pound. With this before him a buyer needs to ask hardly any questions. Mr. Benedikt has a few copies for those who care to apply for them.

AT CHICAGO.

WHILE trade has continued good during the past week, the uncertain condition of the times is limiting buying to a great extent. The department stores are not placing any orders at this time except for things which they need at once. Buyers are seeking to keep their stocks low through the summer. On the other hand, the premium trade has been very active of late, especially since it has appeared that there would be a severe shortage in Japanese pottery and novelty goods.

There has been a little spurt in the demand for cut glass, which is an excellent thing. The cut glass trade has been very dull of late, and a little special attention is just what is needed at this time.

Heavier requirements for the soda water trade as the season advances are being noticed.

* Lighting glassware is more active than for many weeks. The report that a large Eastern factory making this line has been commandeered by the Government as a munition plant has stimulated the demand for lighting glassware to a considerable extent.

One of the features of the present market is the heavy sale of toys of domestic manufacture. The house-furnishings departments of the stores are finding it a profitable thing to put in separate sections containing all the equipment for children to have a good time outdoors through the summer months. The discovery has been made that parents will spend money for their children when they would not do it for themselves. The lack of imported toys is proving a big thing for the

domestic manufacturers, and it is predicted that in Chicago alone, within the next three months, there will be a dozen new doll makers.

S. O. Paull, of the Eagle Glass and Mfg. Co., Wellsburg, W. Va., was a recent visitor.

Hugo Pick, of Albert Pick & Co., spent last week among the potteries and glass factories trying to get enough wares to meet the demands made by the opening of a large number of summer hotels.

Oscar Eckland, of the Central Cut Glass Co., drove to New Buffalo, Mich., last week and paid a visit to his summer home, where he expects to spend as many week-ends this summer as business will permit.

Some uneasiness was caused in crockery and glass circles last week by the announcement of the Government's intention to force all registrants in the draft into essential occupations or into the army. Many of the employees of wholesale houses believed for a time that they would have to quit their jobs in order to comply with the ruling. Assurance was promptly given that the edict did not refer to them.

The National Association of Purchasing Agents, including many who buy thousands of dollars' worth of crockery and cut glass every year, met at the Hotel La Salle last week. The meeting was called on request of the Government for the purpose of taking steps to standardize the sizes of catalogues. Three standard sizes were adopted—6 x 9, 7½ x 10½, and 8 x 11 inches.

Miss Julia Mann, buyer of glassware for Marshall Field & Co., has returned from an Eastern business trip.

Art. Harrison, local representative of the Gleason-Tiebout Glass Co., of Brooklyn, has returned from a ten days' trip on the road.

Many of the crockery and glass men of the city are now planning their vacations. Walter B. Andrews will leave in a few weeks on his annual fishing trip. Peter Rinkin will probably not leave until the bulk of the crockery and glass purchased from Siegel, Cooper & Co. has been cleaned out by means of special sales. Frank Tinker will spend his vacation in fishing, hunting and visiting in Iowa. If the present warm weather continues it is likely that some of them will leave a little than they intended.

H. W. English, of H. W. English & Co., Portland, Ore., one of the largest wholesale and retail lamp firms in the West, was in the city looking over samples last week.

RECENT CUSTOMS DECISIONS.

BUTLER BROS. were unsuccessful in a decision handed down last week by the Board of United States General Appraisers fixing duty at the rate of 55 per cent ad valorem on certain merchandise described as "position babies in tubs," composed of decorated china. These articles were classified under paragraph 80, Tariff Act of 1913, and the protestants contended for classification as dolls under paragraph 342. Judge Hay found that the record in this case contained nothing that would warrant a disturbance of the Collector's action in fixing duty at the 55 per cent ad valorem rate.

EARLY LAMPS.

ONE of the most interesting forms of lighting to me is the old whale oil lamp, writes E. H. Nostrand in "The Illuminator," issued by the Phoenix Glass Co. Each one has a little story of the old days, and as I gather together these odd bits of pewter and brass I can picture in their smoky flames the romance of the days of our forefathers.

In these days of brilliant illumination in your home, if you wander back with me to the days of the "cruse," a shallow, saucer-shaped dish made of clay, with the outer upper edge depressed to support a rag wick giving forth its dim, smoky light, with the family of the New England pioneer gathered around it, grandmother busily knitting, mother at the spinning wheel, father poring over his Bible and the children indulging in the lighter joys of reading "Pilgrim's Progress," I am sure you almost have the answer for their severity of thought and life. The "cruse" was brought over from the British Isles, and is still in use in some of the remote districts of Ireland and Scotland.

Then came the whale oil lamps, as illustrated. The first real improvement in these was made by Benjamin Franklin in 1740. He discovered that two wick tubes, so placed in relation to each other that the space between them about equaled the diameter of one, increased the light more than threefold over that of the single-tube burner. Upon further experimenting he found that three tube burners placed in the same relation to each other gave out only as much light as would three separate burners. Franklin's theory was that the position of the two tubes created an upward motion of the air between the wicks when lighted, and that thus the flames were supplied with additional oxygen under a mild forced draught. For years this was the only burner on the market which gave satisfactory results.

From 1800 to 1845 over five hundred patents were issued on this kind of lamp; but a curious fact about these patents is that none of them attempted to improve

the quantity or quality of the light, but were mostly devices to keep the wick in the oil by tilting the lamps.

The "Time" or "Horologic" was an ingenious old lamp, first made about 1640. The oil was contained in a glass fount with a thin rod passing through it marked



Horologic Lamp.

with numerals commencing near the top with 8 and running down to 12. If lighted at eight o'clock with the oil level with the numeral 8 it kept very good time until the midnight hour.

The old English pewter bull's-eye lamp of 1770, later known as a "study lamp," was much used by ministers and professional readers. In use, it was held



Bull's-eye Lamp.

in the hand so that the light would be directed through one of the glass bull's-eyes on to the page, the bull's-eye acting as a lens, thus increasing the quantity of light.

The peg or petticoat lamp was in use from 1830 to 1850. The term "petticoat" was applied to it because

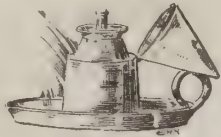


Peg or Petticoat Lamp.

its shape suggested the skirt of those days. This lamp had a hole in the bottom for a peg so that the lamp

could be used in out-of-the-way places by thrusting the peg in uneven ground which would not support the lamp on its regular base.

The "guest lamp" was in use in inns for about twenty years—from 1825 to 1845. A current saying among the humorists of those days was to the effect that one could judge of the guest's sobriety by the size



Guest Lamp.

of the base of the lamp given him by the prudent landlord when shown to his room. If the guest, when retiring, was in a reasonably sober condition he was supplied with a lamp which had a small base; while if unusually jovial and proportionately unsteady he was given a lamp with a broad base.

An interesting little glass lamp which had the distinction of giving a new meaning to an old word was the "spark lamp." This form of lamp made its first appearance in New England about 1750 and derived its name from the fact that its tiny flame was a mere spark. In some parts of the South it was afterward known as "the lover's lamp," its office being to fur-



Spark Lamp.

nish light for lovers, and the couple were said to be "sparking" while engaged in love-making by its feeble light. The presumption is that the size of the lamp, with its small capacity for oil and the consequent diminutive flame, was an economic suggestion of some thrifty, careful father who had a large family of marriageable daughters.

In the days of the whale oil lamps there came into

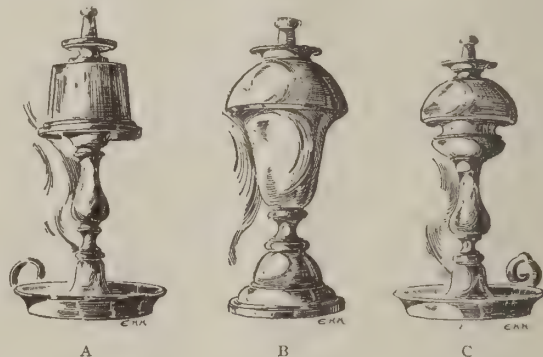


Daniel Webster Lamp.

use a very much refined sperm oil known as astral oil.

This being much more costly than the ordinary oil, was used only by the affluent. The wick gave way to the Argand burner and the lamp itself to more elaborate treatment. This burner, giving a much brighter light, cut was shaded with a glass chimney, very often of rich design. The illustration herewith is of a lamp owned by Daniel Webster. Here you see the genesis of one of the most attractive forms of modern electric light shades. Many of these shapes and rich cuttings have been faithfully reproduced by the Phoenix Glass Co. It is also interesting to note that these shapes and cuttings took their name "astral" from the oil used in the lamps.

Every lamp in those days did not have its story. There were many that were just plain lamps. It is from these that the fixture designer of recent days has found his inspiration for some very simple but most at-



tractive forms of electric fixtures. The three designated A, B and C are those most used. Many a modern home with its red brick or white clapboard exterior, its green blinds and winding stairway, contains these old forms adapted to the use of electricity.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

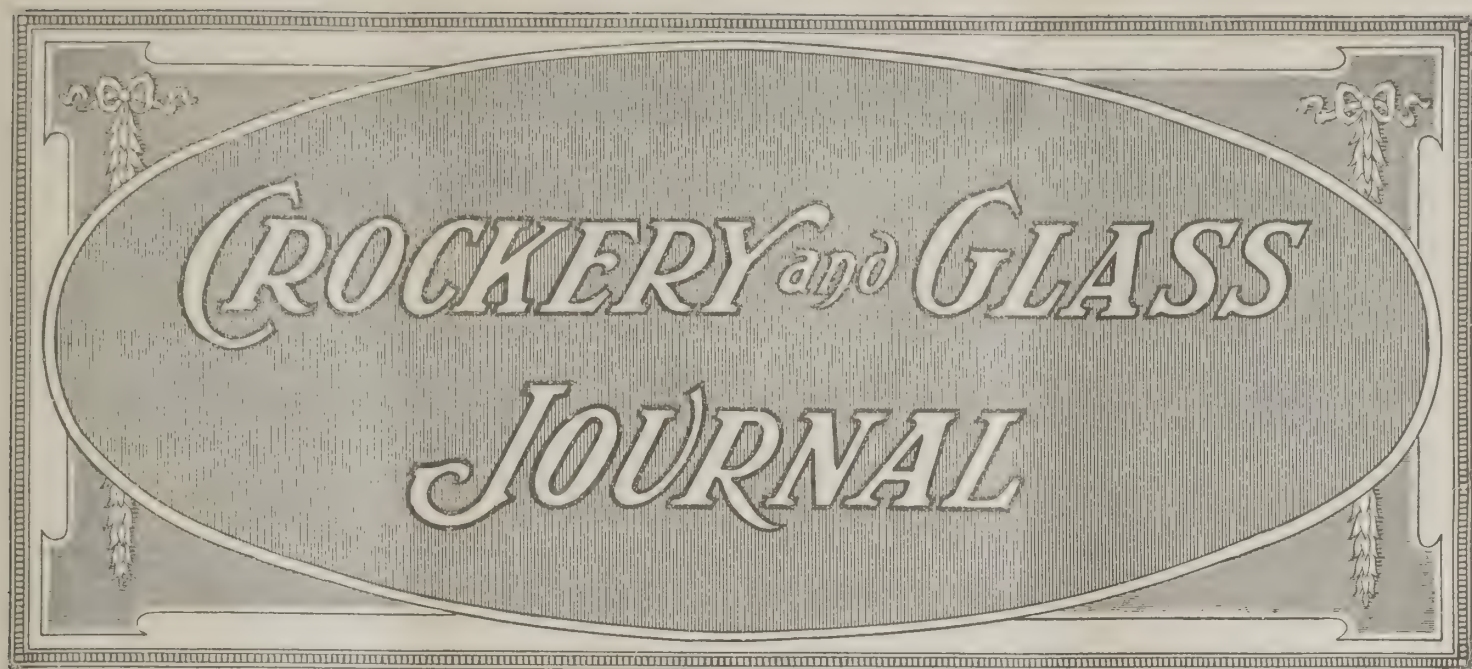
HELP WANTED.

CUT GLASS SALESMEN. Our representative in the Middle West has been drafted. We are open for an arrangement to have our goods taken as a side or whole line. Same condition exists in the South. We have well-established connections in both of these territories. Address B. D. J. Co., this office.

BUSINESS OPPORTUNITIES.

WANTED—A line of brass goods and mahogany novelties to sell on commission basis in Wisconsin and Minnesota by salesman of long experience and with highest references. Address A 170, this office.

WANTED—A line of electrical fixtures to sell on commission in the Northwest by experienced salesman making towns from 4,000 population up. References given. Address A 171, this office.



NEW YORK, JUNE 6, 1918.

CONDITION OF TRADE.



New York Good business is coming from all sections where war activities give employment to large numbers of workers, but the general trade has slowed down to a very low ebb. June and July are always quiet months, and no change from the usual is expected this year. Of course there will be the normal demand from hotels and summer boarding houses, as from all accounts the country and seaside resorts are going to have a good season.

The importers are getting some mail orders, but very little wareroom trade. Most of the travelers are at home, and therefore there is nothing coming from that source.

Government orders are increasing with the potters, and if this demand keeps up the general trade will find it more difficult than ever to obtain goods. Fall and holiday requirements should be anticipated as early as possible.

The glass men are in about the same condition as they were last week—good business in some lines and a little slow in others.

Cut glass is still dormant, except the light blown goods, which have a fair movement.

Retail trade in the city is not over brisk. The dollars and cents total fairly well, but the volume is small. Country trade makes a better showing, particularly in the neighborhood of munition plants and war industries. As the Government is calling for the operation of all kinds of factories in all sections of the coun-

try, and as shipbuilding is progressing on both coasts and on the Great Lakes, with the result that money is plentiful among the workers, the demand for crockery and glass more than equals the supply. And this condition will continue for months come.

An unusual condition has prevailed in the character of the goods sold of late. The rich have not been buying expensive goods, but the wage-earners have bought better qualities than they ever did before. Small-salaried men, who feel the pinch of war times more than anybody else, unless it is those who conduct small business enterprises, are buying hardly anything. How some of them, particularly men with families, exist is a matter of conjecture. On the other hand, there is a class which, making unheard-of wages, is spending recklessly, taking no thought of what will follow when the war is over and millions of men will be seeking employment.



East Liverpool and Vicinity Wherever labor conditions make it possible the plants are working full time. Such cases are the exception, however. The railroad situation continues to show an improvement. Receipts of raw material are better, and outbound shipments are moving in very fair order.



Pittsburgh and Vicinity Orders for staple lines of glass continue on a fair scale. The Government is still a liberal purchaser. Shipping problems are not as numerous as a few weeks ago. Several points that were

under embargo are now clear. The car situation also shows an improvement.

DU PONT IMPORT PLAN OPPOSED.

THE previously-announced plan of an organization headed by Alfred I. du Pont to bring foreign goods into this country free of duty for exhibition and sale purposes at the Grand Central Palace is viewed with disfavor by the American Protective Tariff League. The League characterizes the plan as "wholly without warrant of law" and "bound to result in disaster for the promoters."

It is expected that opposition to the du Pont proposition will spring from other quarters, and it is even possible that this opposition will take the form of some definite action looking to the repealing by Congress of the law granting to the Merchants' and Manufacturers' Exchange of New York the privilege of bringing foreign goods into the United States duty free.

The current issue of the "American Economist," the official publication of the Tariff League, refers to the du Pont plan as follows:

"The proposition of the du Ponts, incident to their alleged purchase of the Merchants' and Manufacturers' Exchange of New York, to turn the Grand Central Palace into a 'free port' or 'free zone' is an amazing one. By Act of Congress approved March 4, 1911, the Merchants' and Manufacturers' Exchange was granted the privilege of importing merchandise, for the sole purpose of exhibition, free of duty, under bond, at expositions to be held during the years 1911 and 1912. Under Act of Congress approved August 22 the privilege of free entry was again granted for the sole purpose of exhibition at expositions; but the time dur-

ing which such expositions might be held was not limited.

The sole purpose for which Congress extended the right of free entry was in order to permit 'exhibition at expositions of the arts, sciences, industries, etc.,' of foreign countries. The privilege granted to the Merchants' and Manufacturers' Exchange was identical with that granted to the Panama-Pacific Exposition at San Francisco, and the expositions were to be of the same nature in both instances. Neither one was to be a money-making scheme. Such expositions usually cost more than they produce. They are held for the purpose of entertaining and enlightening those who attend. They are educational in their character. Obviously the exhibits partake to some extent of the nature of advertising exhibits, and the purpose of many of the exhibitors is purely to advertise their merchandise. That, however, is their own business, so long as they comply with the law. But where they go wholly outside the law it becomes the business of others.

"The law as quoted contemplates no merchandising scheme. The only color of authority for the sale of the bonded merchandise on exhibition is to be found in the words, 'But it shall be lawful at any time during the exposition to sell, for delivery at the close thereof, any goods or property imported for and actually on exhibition in the exposition buildings.' Such bonded goods cannot be sold for delivery while the exposition is in progress. If, then, a continuing exposition be held, no delivery whatever can be legally made.

"The act quoted provides for 'expositions,' not for bonded warehouses nor free zones; and if an attempt be made to establish the Grand Central Palace or any other building or buildings as free zones for merchandising purposes under cover of the act in question, such action will be wholly without warrant of law, and is bound to result in disaster for the promoters."



HOW FRY GLASSWARE BEAUTIFIES A TABLE.

Illuminating Devices.

Hanging, Stand and Portable Lamps; Light-
ing Glassware, Indirect and semi-indirect;
Domes, Shades, etc.

THE preparations being made by the lamp manufacturers and the new designs that have already appeared in some of the showrooms are indicative of a most promising outlook for the rapidly-approaching lamp-buying season. There will be many unique ideas in designs, and there is evidence in several directions of a more concentrated effort by certain large concerns than ever before. Metal lamps still hold their ground, despite the keen competition for supremacy that has been waged against them by other styles. The ever-pleasing pottery bases with silk shades which admit of such artistic effects will also be there, being, like those in metal, firmly intrenched in the affections of the public. In wood bases the manufacturers are evidently seeing which can outdo the other, for there are a greater variety of decorations, and of a higher order, than have hitherto been made.

It is a rather curious fact that the "bridge lamp"—one of the best sellers in exclusive shops—has not found its way to a greater extent in the better-class department stores. This illuminant is nothing more nor less than a highly artistic conception of the reading lamp, made of wrought iron, with an arm that swings from side to side, allowing it being placed over a chair, table or piano at just the point where the light is most needed. It is usually severely plain in style, with the iron sometimes left in its natural finish or else tinted in antique effects. Decorated parchment shades done in designs favored in years gone by are mostly used with them, and best carry out the quaint, non-commercial style desired by those who appreciate the unusual.

The great popularity of decorated and light cut glassware makes the large assortment of candlesticks made by the Fostoria Glass Co. of particular interest to decorators and cutters. The exhibit of these items being made by John Nixon at the concern's local showroom, 141 Fifth avenue, at the present time is without doubt one of the most extensive and best on the market. The much-sought-after Colonial types, which are so easily adaptable to decorative treatment, are shown in great variety, as well as any number of others

equally attractive. The quality of crystal and fine finish are features that make the line especially desirable.

Each new line of samples sent to Charles Kraft by the Pittsburgh Lamp, Brass and Glass Co. seems more attractive than its predecessors. They are constantly bringing out new ideas in decorative treatment as well



as new shapes, and these give the lines a never-ending interest to the dealer who appreciates live merchandise of the kind that builds a reputation for the store that handles it. The accompanying illustration shows one of the newest additions to the exhibit at the concern's salesroom, 35 West Twenty-third street.

One can spend an hour or so very profitably at the salesroom of Edward Miller & Co., 68-70 Park Place, whose line of lamps is so extensive and so interesting from every standpoint that it is an education in itself. No dealer should miss the opportunity of adding to his store of knowledge on the subject of correct and artistic lighting which the Miller exhibit affords. There is a wide price range from which to make selections, beginning with the modestly-priced designs and running to the Period styles and other distinctive creations.

A unique line of reasonably-priced lamps shown by the Horace C. Gray Co., Fifth Avenue Building, embraces new ideas in hammered brass with cast bases

and glass shades. The styles and finishes are very artistic. The line is not large, but every number is good. The assortment includes boudoir, desk, floor, reading and table lamps.

EDWARD A. ABBOTT TO RETIRE.

UNDER the head of "Special Notices" will be found a fine opportunity for someone to obtain a china business. The store is known all over the South, and has been successful for more than thirty years. Ill health is the only reason for selling.

AT CHICAGO.

THE increase in freight rates, which will be as much as twenty-five per cent on certain lines, has not alarmed the trade here, since it was expected that there would be an advance. Still higher prices for both glassware and crockery are inevitable, and manufacturers' agents are somewhat perplexed in view of the fact that prices have only recently been advanced. What the buyers will have to say about another advance so soon is a question; but it is believed they will see the situation in a fair light. In the meanwhile the alert ones are placing as many orders as possible in order to be covered when the increase goes into effect. The new freight rates will go into operation June 25, and the advance in glassware and crockery quotations is expected to follow soon thereafter.

Phil. Hinckley, a member of the sales force of Earl W. Newton, making his headquarters at Detroit, was in the city on a short visit last week.

E. B. Tibbitts, buyer of crockery and glassware for Loren, Miller & Co., has accepted a like position with a department store at Sioux City, Ia., and will remove there with his family in a few days. The linen buyer at Loren, Miller & Co.'s will succeed Mr. Tibbitts.

C. H. Colton, buyer of china and glassware for the Madison (Wis.) Tea Co., was in the city during the week.

J. Wilson Dalrymple was recently in the city after completing a Western trip for the Fostoria Glass Co.

A. W. Boulton, manufacturers' representative, has just returned from an Eastern trip where he made connections with several factories.

The police continue to make war against china and glassware clubs. In a new campaign which has just been started a number of arrests have been made, the

defendants being released without fine upon their promises to discontinue the clubs.

Dent Taylor is expected in the city within the next few days in the interest of the H. Northwood Co., Wheeling, W. Va.

Max Schwartz, buyer for the Golden Rule, St. Paul, paid a visit to the city last week.

Elmer Saunders, son of Dave Saunders, will become associated with his father in the business upon his graduation from high school this week.

Walter Ramsay, wholesaler of crockery, glassware and housefurnishings at Omaha, was in the city last week looking over the displays of the factory representatives.

F. T. Renshaw, manager of the Chicago branch of the United States Glass Co., and B. H. Palmer have returned from recent trips.

Mort. Tinker expects to sail soon for France, according to a letter recently received here.

Special efforts are being made by Peter Rinkin to push out the stock purchased from Siegel, Cooper & Co., and he says that it is really going faster than he expected.

Mort. Goldstone was in the city on a furlough from the Great Lakes Naval Training Station last week.

Leroy Larson, for nearly six years with the Ira A. Jones Co., has joined the navy as first-class yeoman.

JUNE GOLF TOURNAMENT.

THE host at the Pottery, Glass and Brass Golf Association's second tournament of the season, Thursday June 13, will be President Eugene H. Peck—which means much to the members who have before enjoyed the hospitality of the Scarsdale Golf and Country Club, Hartsdale, N. Y. This course has always been a very popular one with the players, and invariably brings out a good crowd.

That caddies may be provided and other necessary arrangements made it is necessary that those expecting to be present notify Secretary L. S. Owen, 126 Fifth avenue, as soon as possible.

Trains leave Grand Central Station, Harlem Division N. Y. C. R. R., at 8:25 a.m., due at Hartsdale 9:17, and at 9:35, due at Hartsdale 10:28 a.m. Members unable to take 8:25 train may take one at 8:50 to White Plains and taxi back to the Club. Guests may take trains at 11:35, 12:30 or 1:35 p.m.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Within the past fortnight glass manufacturers have received notice from the War Industries Board containing a resolution passed by that body which opposes all new industrial construction which has not to do with the prosecution of the war. A part of this notice reads:

"Resolved, That in fairness to those interested therein notice is hereby given that this Board will withhold from such projects priority assistance, without which new construction of the character mentioned will frequently be found impracticable, and that this notice shall be given wide publicity, that all parties interested in such undertakings may be fully apprised of the difficulties and delays to which they will be subjected, and embark upon them at their peril."

This action of the Board will delay, at least, extensions of a large character to glass plants, owners of which may contemplate increasing capacity.

While no official announcement has been made up to this time, indications are that the price of packages will be advanced shortly. The cost of new cooperage is advancing rapidly, and the use of re-coopered barrels is being resorted to, although these are now costing double what they did a year or more ago, besides not being readily obtainable.

Late last week specifications were distributed among lighting glass interests calling for the ware ships. The volume was large, and delivery over certain periods was stipulated.

Robert Voitle, of Jeannette, Pa., son of Charles Voitle, assisting actuary of the Glass Association, and who has been traveling the New England territory for the Pittsburgh, Lamp, Brass and Glass Co. out of the Boston office, left for an aviation training school last Friday.

"Our forces have been reduced, and we are not getting normal production from those who remain at work," said the manager of a large glass factory this week. "Much more ware could be turned out if the

people we now have at work would give their best efforts and try to assist in the present situation; but it seems as if they want to take it easy, knowing full well that other employment can easily be obtained."

No offer for the purchase of the idle decorating plant of the Oriental Glass Co. has been received, and it is not likely to be placed in operation this summer. The bulk of the ware on hand at the time the concern went into the hands of a receiver has been disposed of.

Manufacturers hope that the school vacation period will afford some slight relief in the small help situation. It has generally been the case that small help in glass centers on leaving school have taken summer employment in glass plants, although general conditions are such this year that perhaps they will seek other lines of work.

Charles Lang and Mr. Hillman, with the Kinney & Levan Co., Cleveland, spent several days in this district last week.

Harry Lowengart was in the market last week placing orders for M. Sellers, Portland, Ore.

While a small amount of "scheme" business is being booked by the glass trade, the volume is far below former records. Tea and coffee houses are the principal buyers of these lines to-day. Some of them are ordering in carlots.

Nearby out-of-town buyers have been liberal in placing orders with local jobbing interests for both glass and pottery. A fair demand exists for assortments of table glassware, and orders are being filled with reasonable promptness.

The demand for jars, jelly glasses and similar items continues to increase as the season advances, and local factories are pretty well crowded. No stocks are carried, orders being shipped almost directly from the lehrs. The fruit crop is reported heavier than last

season, and the demand for containers is expected to be larger than ever.

The plant of the New Cumberland (W. Va.) Glass Co., whose capacity was recently increased, is now actively engaged making lantern globes.

The Owens Bottle and Machine Co. has declared an extra dividend of fifty cents a share on the common, payable in $4\frac{1}{4}$ per cent Liberty bonds, and the usual quarterly seventy-five cents, payable July 1. Also the regular quarterly \$1.75 a share on the preferred.

The United States Glass Co.'s sales department has two representatives in the flying corps—Lawrence Kinet, who has received his commission, and "Babe" Adams, who has completed his training and whose commission is expected soon.

A site has been purchased and plans are in the making for a new glass plant to be erected at Shinnston, W. Va., by the Marion Glass Co., which is already operating one factory at that place.

A NATION OF WORKERS.

It is the pride of America that we have a smaller proportion of the population which does not work than any other nation. It is because of our work that we are great. It is to be because of our work in the future that we will be entitled to have success. So we are going through a real process of evolution—a process out of which will come a new and a better America.

FREIGHT CHARGES TO BE PAID IN CASH.

THE Director-General of Railroads, in General Order No. 25, places the collection of freight charges practically upon a cash basis. The extension of credit beyond forty-eight hours after delivery of property at destination is forbidden. The order containing the instructions issued to the carriers is as follows:

"Effective July 1, 1918, the collection of transportation charges, by carriers under Federal control, for services rendered, shall be on a cash basis, and, effective as of that date, credit accommodations then in existence which may be in conflict with the following regulations shall be canceled.

"Tickets shall be sold only for cash in advance of service. Baggage charges are subject to the same rule as tickets, except C. O. D. baggage and storage charges, which must be paid in cash before delivery.

"In cases where the enforcement of this rule with respect to freight will retard prompt forwarding or delivery of the freight or the prompt release of equipment

or station facilities, carriers will be permitted to extend credit for a period of not exceeding forty-eight hours after receipt for shipment of a consignment if it be prepaid, or after delivery at destination if it be a collect consignment, provided the consignor, if it be prepaid consignment, or the consignee, if it be collect, file a surety bond, either individual or corporate, in an amount satisfactory to the treasurer of the carrier. The form of such bond shall be prescribed by the chief legal office of the individual carrier, conditioned upon and providing for payment of all charges within forty-eight hours after forwarding or delivery of the freight. Upon receipt and acceptance of such bond a carrier may accept and forward prepaid consignments or may deliver collect consignments in advance of payment of all charges thereon to the amount covered by the bond. Failure to pay such charges within the time prescribed will automatically cancel such credit.

"Treasurers of individual carriers are required to arrange and conduct all matters relating to such credits. They shall designate the amount, and accept or reject the surety offered. Bonds may be required and accepted for individual consignments or blanket bonds may be accepted from individual shippers or consignees to cover all of their consignments for a given period; the period of the credit in such cases shall, however, be limited to forty-eight hours on each shipment, as prescribed in the preceding paragraph.

"In case of any question as to the accuracy of charges, bills must be paid as rendered and claims presented for alleged errors. This will not prevent adjustments by agents of obvious errors.

"Freight consigned to order or to 'order notify' shall be delivered only upon surrender to the agent of the carrier of the original bills of lading for such freight, and the payment of the freight charges thereon as herein provided. Provided, however, if such bill of lading be lost or delayed the freight may be delivered in advance of surrender of the bill of lading upon receipt by the carrier's agent of a certified check for an amount equal to one hundred and ten per cent of the invoice, or upon receipt of a surety bond, either individual or corporate, acceptable to the treasurer of the carrier in an amount for twice the amount of invoice.

"Payment of transportation charges by check will be considered as a payment in cash if the person, firm or company signing or endorsing it is known to the agent to be fully reliable. Checks are not to be taken or cashed by agents under any circumstances, except for transportation charges.

A committee composed of traffic managers of large shipping interests in the important industrial centers was in conference with the Railroad Administration at Washington last week with a view to securing a modification of the order.

While not opposing the establishment of regulations under which the railroads would receive prompt

payment of their freight bills, the shippers contended that a reasonable time should be allowed for checking and auditing freight bills as to their correctness, so that the legal charges would be applied at the time of the original settlement, thus avoiding claims and the long delay involved in securing corrections.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthen, stone and china ware for the month of March, 1918, compared with the same month in the preceding year, were as follows:

	1917	1918
China, not decorated.....	\$ 6,361	\$ 11,834
decorated.....	204,993	289,805
From France.....	52,947	69,612
Germany.....	.....	.....
United Kingdom.....	48,031	58,880
Japan.....	94,251	148,144
Other countries.....	8,764	13,169
Earthenware, not decorated...	28,907	51,342
decorated.....	110,529	224,992
All other.....	24,485	67,113
Total.....	580,278	934,891

FOR NINE MONTHS ENDING MARCH.

	1916	1917	1918
China, not dec.....	\$ 263,414	\$ 137,144	\$ 123,351
decorated.....	2,745,791	2,297,033	2,688,526
France.....	637,611	635,521	465,247
Germany.....	772,380	15,597	.....
United Kingdom...	339,342	423,231	463,127
Japan.....	811,913	1,111,085	1,603,111
Other countries....	184,545	111,599	157,041
Earthenware, not dec.	235,886	275,966	424,220
dec....	949,818	1,316,778	1,629,365
All other.....	150,567	219,825	213,615
Total.....	7,091,267	6,543,779	7,767,603

DOLLS AND TOYS.

	1917	1918
Dolls and parts of dolls.....	\$ 8,579	\$ 46,356
All other toys.....	82,283	94,021
Total.....	90,862	140,377

FOR NINE MONTHS ENDING MARCH.

	1916	1917	1918
Dolls & parts.	\$ 631,825	\$ 59,514	\$267,838
All other toys,	2,221,142	961,939	1,159,464
Total.	2,852,967	1,021,453	1,427,302

HYDRATE OF POTASH

Containing not more than fifteen per cent of Caustic Soda.

MARCH		FOR NINE MONTHS E'D'G MARCH		
1917	1918	1916	1917	1918
....	\$2,377	\$28,333	\$ 4,398

GLASSWARE.

MARCH		FOR NINE MONTHS E'D'G MARCH		
1917	1918	1916	1917	1918
\$36,586	\$38,974	\$446,160	\$305,036	\$454,340

CHINA CLAY.

MARCH		FOR NINE MONTHS E'D'G MARCH		
1917	1918	1916	1917	1918
\$143,667	\$138,672	\$894,040	\$856,150	\$965,304

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

MARCH		FOR NINE MONTHS E'D'G MARCH		
1917	1918	1916	1917	1918
\$1,038	\$1,646	\$170,500	\$153,027	\$52,310

NO DISCRIMINATION AGAINST JAPAN.

JUST returned from Washington, where he was in conference with the War Trade officials, David Walker, import and customs manager for Morimura Bros., says he does not look for any immediate modification of the embargo against Oriental and other goods. He explained that the temper of the Washington officials at present is not inclined to grant relief from the placing of embargoes on these commodities, in view of the conditions now prevailing on the other side and the great demand for tonnage. Japan, according to Mr. Walker, is not the only country to feel the effects of the War Board's restriction orders, and he pointed out that the Dutch East Indies, Australia and South American republics were equally affected, if not to a greater extent than Japan and China.

The War Trade Board officials made it plain to the import manager that there is no intention of nationally discriminating against Japan, and that their attitude in regard to the restriction of imports from the Orient was influenced by questions of tonnage. Mr. Walker commended the willingness of the War Board authorities to do all in their power to make matters as easy as possible for importers.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JUNE 6, 1918.

A MOMENTOUS QUESTION.

WHEN the war broke out in Europe the forwarding of an immense amount of china and glassware which had been bought by American importers was blocked. Following the rule established by years of custom, the importers had paid for these goods as soon as they were packed and ready for shipment. Many of them now lie at Rotterdam. Some have been there for years, and no one knows when they can be shipped. All of them were bought on the order of dealers in this country and became the property of said dealers the moment the importers paid the bills, they acting simply as agents of the buyers. This rule is equally well established with that governing payment by the importers. Anyone "buying on import" knows the custom.

Recently a number of importers have received letters cancelling orders placed before the war and others given in the early part of 1915. The dealers have absolutely no right to do this. The orders were taken by the importers in good faith, placed with the manufacturers in good faith, and paid for in good faith. Through no fault of the importers the goods have not arrived. It is needless to go into details as to why. Everyone knows. It has simply been a physical impossibility to get them to this country.

Now another factor appears. Practically there is a boycott on German goods in many parts of the country, and it looks very much as if the cancellations were

inspired by the fear that the dealers will have a lot of undesirable goods on their hands, supposing that in future they can be brought over.

The question is, Will the dealer default on his orders, leaving the importer to foot the bill, or will he take his loss as he would had he bought a lot of undesirable goods in normal times and found he could not sell them? That is the issue, squarely stated. The fact that nobody on this side of the water wants them is not debatable.

The loss of the individual buyer would be small, as in most instances he could no doubt work off some, if not all, of them. With the importers it is different. They ordered for hundreds of dealers, and if the goods should come over they would have a miscellaneous lot of ware on their hands which, even without the prejudice against them, would be hard to market in good times, and they would stand a much poorer chance than the dealer in disposing of the goods. Not only are china and glassware involved, but dolls, toys, and every other item made in Germany.

Here is a possible solution of the problem: Let the dealers authorize the importers to sell the goods in some neutral country through their foreign agents. Holland, Denmark, Norway, Sweden and Spain all offer possibilities for their absorption.

PERSONAL.

E. W. SCHULZ, who has been South for many weeks exploiting Ahrenfeldt china for H. C. Kupper, had a peculiar experience coming home. At Baltimore, while waiting for a train, the announcer cried: "Next Train for New York Leaves Track Four at Two O'Clock." He showed his ticket and entered the smoking car, which was unoccupied and remained so except for himself. When the train was well on the way the conductor came for his ticket and asked if he belonged to the party in the other cars. He knew nothing about a party, and was then informed that the train was a special containing a lot of military men. The consequence was that they were sidetracked every little while, and he reached New York hours after he had expected.



Theodore Tiedeken, who has been traveling for Ebeling & Reuss, Philadelphia, has been drafted, and is now at Camp Meade.



A letter addressed: "To the Boys at the Big Round Table, Flatiron Restaurant, Twenty-third street and Fifth avenue, New York," was received on Tuesday from William Wagner, one of the former members of the little luncheon club, who left two weeks ago to enter the aviation service at Fort Hancock, Ga. He said

he was very well satisfied with Uncle Sam's hospitality, and all that he missed was his old friends and strawberry shortcake. A reply was immediately written on the back of one of the restaurant's menu cards—H. Benedikt, D. King Irwin, E. W. Hammond, Max Hirsch, Ed. Unger, Max Herbert, and Samuel Neuwirth all sending individual messages.



Justin Tharaud, who has the habit of running out on the road for two or three days or two or three weeks, showing up in New York for a day or two and shooting off again, came in from Boston Friday night and left for Albany on Monday. He says he found business in the Hub rather quiet.



Ross A. H. Williams, buyer for the gift and other departments at Hamburger's, Los Angeles, who has been in town for two weeks placing orders, leaves for home on Saturday and says he is mighty glad to get away from the climate here. The humidity last Saturday, he said, was enough to make anyone scoot for California. Mr. Williams is said to have one of the largest gift departments in the country—one of its features being a complete bungalow fitted up in such a way that the things for sale in his department are particularly emphasized. He says it is a great stimulator of sales.



After a three months' tour of the West, Henry Saul, of the Saul Mfg. Co., returned home last week well pleased with results. He says money seems very plentiful throughout that section, and the crop reports promise an even more highly prosperous condition.



A new acquisition to Ed. Craig's force of assistants at the United States Glass Co.'s New York office is Ralph Hemple, who came here from the company's Philadelphia office last Monday to assist in calling on the trade in the metropolitan district. He originates from Pittsburgh, where he was practically brought up in the glass business.



T. G. Ogawa, of Takito, Ogawa & Co., arrived in New York last Thursday from Japan on his annual visit to the concern's headquarters in this country. He stopped off en route from Seattle at the company's Chicago office. He expects to remain here about a month.



Reuben Haley, vice-president of the United States Glass Co., Pittsburgh, and superintendent of the concern's designing department, is expected in town this week to discuss matters relative to local business with Manager Ed. Craig.



Charles F. Patton left on Monday for a five weeks' tour of the New England States in the interest of Koscherak Bros.

William Marcus left at the same time for a week in Pennsylvania.



A. H. Hays, manufacturers' agent, returned to his desk on Monday after being seriously ill for two weeks at his summer home, Ocean Grove, N. J.



Horace C. Gray left on Tuesday to make his regular summer tour of the factories he represents here. He was accompanied by his daughter, whom he will leave in Virginia, where she will attend a college commencement. Mr. Gray expects to be gone about two weeks.



Ensign Langley Hawthorn, formerly assistant to his father, the buyer for Wanamaker's, has just completed his third trip across the ocean in the service of Uncle Sam. He was calling on a number of friends in the trade on Monday, and expressed himself as enthusiastic over his work.



On Wednesday of last week John Guild Muirheid, son of Harry P., formerly in the crockery trade, but now manufacturing "inkless fountain pens," was graduated from Annapolis a full-fledged ensign in the regular navy. He had held the rank of ensign in the Naval Reserve for a year, during which he acted as instructor. He has been assigned to a large war vessel, with orders to be prepared to leave at short notice.



G. M. Lowman, manager of the New York office of the Pacific Importing Co., left on Wednesday for a month's trip through the Middle West, making his first stop at Cleveland.



Geo. R. Nixon, for many years with L. Straus & Sons, has engaged with the E. W. Hammond Co., assuming his duties there on Monday morning. He takes the place of Wm. Wagner, who has gone to the front. Mr. Nixon has made many friends in the trade, and will fit in his new position very nicely.



A. Abrams left Wednesday for a trip to Pittsburgh and other cities in the Middle West in the interest of the Robichek Co.



M. H. and F. L. McDonald, two of the junior members of McDonald Bros. Co., wholesalers, Minneapolis, have enlisted and are now in camp in the aeroplane divisions at Austin and Dallas, Texas.



S. C. Anderson, salesman for Koscherak Bros., is certainly a happy man this week after receiving a long-delayed letter from his son Charles, who is in France with the 305th Infantry. It is over seven weeks since

he sailed, and not hearing from him all this time naturally caused considerable anxiety to his family. He writes very confidently of the outcome of the war, and speaks enthusiastically of the English "Tommies," whom he has come to regard as the very best of pals after being biled with them for several weeks.



Other buyers in town were Albert Jassman, for Meier & Frank Co., Portland, Ore.; Palmer Johnson, of Chamberlin, Johnson & Du Bose, Atlanta, Ga.; Richard M. Wright, for D. H. Holmes Co., New Orleans; R. T. Anderson, of Anderson & Co., Franklin, Pa.; C. W. Conant, for Porteous, Mitchell & Braun Co., Portland, Me.; Miss L. Schuer, for McAlpin Co., Cincinnati; H. L. Gearhart, for Wyman, Partridge & Co., Minneapolis; C. O. Leisler, for Alms & Doepke Co., Cincinnati.

L. BARTH & SON EXPANDING.

THE hotel and restaurant supply business of L. Barth & Son has grown to such an extent that they have leased the building at 38 Cooper Square, adjoining their present quarters, and also an eight-story building at 59 Fourth avenue, six floors of which will be used as storage space for china and glassware. Another building of five stories has been acquired at 459 Lafayette street for use as a furniture warehouse.

GOOD WORK.

FROM the beginning of their entrance into the selling of war stamps Morimura Bros. have done good work. Their sales up to Monday night of this week totaled \$1,820.80. The management of the enterprise is in the hands of Miss Walker, private secretary of the firm. She goes through the establishment every Monday morning, collecting from those who have pledged to take an amount weekly, and offering stamps to others who may want to invest. The sales run from \$60 to \$70 a week, seventy-five per cent of the employees contributing regularly.

On Thrift Stamp Day a demonstration was held on the sidewalk in front of the store, and a niece of Miss Walker—Ethel Jenkins, six years old, appropriately dressed for the occasion—recited a little piece the burden of which was that while she was not very big she could do her bit by selling stamps. She was very cute, and pleased the big crowd which gathered. Louis Greeman made an address in his usual energetic style, and then called on H. K. Tetsuka, manager of the store, who responded with a patriotic speech. C. W. Cowles, credit manager, also spoke earnestly, and then the selling began. In about half an hour \$425 worth

were disposed of, the public responding liberally, while of course the employees did their share.

SALES OF WAR SAVING STAMPS.

THE total sales of War Saving Stamps by the crockery, glass and allied trades to date, according to the report furnished us, is as follows:

War Savings Stamps	Thrift Stamps
J. Wedgwood & Sons..... 33	226
Wimelbacher & Rice. 8	42
Morimura Bros.....124	4718
Geo. Borgfeldt & Co. ....200	1306
J. H. Venon, Inc..... 66	196
U. S. Glass Co..... 58	855
C. Dorflinger & Sons..... 15	120
K. J. Okajima.....	193
George H. Kamoi..... 8	
Wallach-Behrend Co....\$126.50	
Tashjian Bros.....	45
Takito, Ogawa & Co.....302	
Le Roy T. Pease..... 24	250
Edward Boote..... 60	708
B. Shackman & Co..... 53	727
Lowenfels & Co..... 3	351
Chas. M. Levy..... 3	100
Edward B. Dickinson.... 9	156
Frank & Danziger, Inc... 9	10
A. J. Fondeville & Co.... 8	197
E. I. Horsman Co..... 45	237
Pairpoint Corporation.... 20	459
Strobel & Wilken Co...\$6,291.37	
L. Straus & Sons.... ....203	770
Lazarus & Rosenfeld.....123	1980
Herman C. Kupper.....283	420
B. Illfelder & Co..... 1	37
L D Bloch & Co..... 46	713
Leo Schlesinger Co.....	\$1,513.50
The Herbert Co.... 9	947
Bissell Carpet Sweeper Co 9	60
Empire China Works 57	488
B. Strasberger..... 35	301
Ed. Williamson.....	54
Wm. H. Plummer & Co... 35	35
John Simmons & Co.... . 27	288
Wm. Dougherty.... 24	144
F. A. O. Schwarz..... 47	539
Steinfeld Bros..... 9	35
Higgins & Seiter, Inc ....239	806
Fensterer & Ruhe..... 45	587
John L. Garvey..... 3	16
Edw. D. Soule 431	
Gudeman & Co..... 5	221
Fostoria Glass Co. 40	52
Ko Kozai.....	42
Theo. Haviland..... 22	36
S. Birens.....	6
Vogt & Dose..... 1	131
Calumet Mfg. Co.... 25	38
Jas. S. Barron Co..... 34	86
H. G. McFadden & Co. ..150	100

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

As told in our last issue, the kiln-drawers have been playing a low down game on some of the manufacturers by claiming that kilns were too hot to draw on a Saturday or during the day-time, and offering to draw on Sunday or at night, so that they might obtain pay at the rate of time and a half. The bluff was beautifully called in one instance—the manufacturer telling the kiln-drawing foreman to take his crew off the plant and keep them off. Skilled workers from other departments were quick to volunteer to do the work, with the result that there was less breakage and a quicker drawing than under the regular arrangement.

Mrs. H. A. McNicol, president of the Potters' Co-Operative Co., has been very ill at her home here since her return from California.

W. C. Newland, buyer for Geo. Borgfeldt & Co., New York, spent several days in the district the latter part of last week, giving orders for future delivery.

The entire order for certain compositions of ware to be used on a fleet of 360 vessels of the Emergency Fleet has been placed in this district, with authority to speed up production and to obtain facilities of transportation. This is one of the largest orders yet placed by the Government here.

Indications are that the former plant of the Clay Casting Co., at New Cumberland, W. Va., will be re-financed, and devoted to making hotel ware. Pittsburgh interests are back of this movement, through the efforts of C. L. Gray, formerly identified with the company. It is said that if advisable the plant could be started within a fortnight.

A service flag containing thirty-two stars was hung from the windows of the office of the D. E. McNicol Pottery Co. here on Decoration Day. This firm operates ten kilns, and the loss of workers thus averages

over three per kiln. From the Clarksburg plant sixteen have gone.

The two additional kilns now being built at the plant of the Shenango China Co., New Castle, Pa., in order to take care of large Government orders will be completed this month.

Over \$200,000 was raised for the East Liverpool War Chest. At no time yet has either this city, Wells-ville, O., Newell or Chester, W. Va., failed to exceed its quota either in the sale of Liberty Bonds, or Red Cross, Y. M. C. A. and other drives.

A few days ago a pottery was called by 'phone and told not to light any more kilns. The officials of the gas company gave no explanation—merely giving the order "not to light until further advised."

Every buyer who comes into the district makes requests for plates and teas, and dozens of letters are received daily calling for the same items.

Making of electric porcelain specialties in the former plant of the Ohio China Co., at East Palestine, O., will start next week. This plant was recently acquired by the Clay Forming Co., of Newell, W. Va.

A few days ago a buyer from Pittsburgh was in the market seeking decorated ware. When told that none was to be had as soon as he wanted it, he said: "Then I'll take what white ware I can get."

The count of the referendum vote of the National Brotherhood of Operative Potters shows the re election of President Edward Menge and also that of Secretary-treasurer John T. Wood, both of East Liverpool. Frank H. Hutchins, of Trenton, N. J., was re-elected first vice-president. The annual convention of the organization will be held as usual this year in July at Atlantic City.

TRUCKING GLASSWARE TO NEW YORK.

DURING the recent railroad congestion a motor truck brought four tons of glassware from a New Jersey factory to this city, the time between leaving and delivery being just fifteen hours. The distance was 140 miles. The truck left the factory at 11 a.m. and arrived at destination at 2 a.m. the following morning. This was faster time than could have been made by express.

JAPANESE COMPETITION.

ONE of the most striking illustrations of the extent to which American manufacturers are feeling the competition of Japan is found in a letter to the president of the American Protective Tariff League, A. H. Heisey, of Newark, O., from a prominent manufacturer of glass in West Virginia, quoted by the "American Economist:"

"Already," says the writer, "we are beginning to feel the effect of Japanese competition. We have lately had considerable correspondence with the Tariff Commission, and yesterday we advised them of a matter that had lately come to our attention, where a Japanese glass company had quoted some flashlight bulls-eye lenses on a basis of \$4.50 per thousand, delivered in New York. Our shop cost is something like \$9 per thousand, and we figure that the article at \$14 per thousand is not profitable."

The increase in the value of Japanese china imported into the United States during 1917 shows that the Japanese are steadily gaining in the American market. These imports were valued at \$1,896,144, while the value of china from all countries, including Japan, was given at \$3,398,232, showing that more than one-third of the decorated china brought into the country last year came from Japan. This compares with \$1,325,672 for 1916, and \$1,062,348 for 1915. England sent china to the value of \$846,379 in 1917, while in 1916 the value was \$537,705, and in 1915 it was \$443,805. The indications are that Japan is getting many of the orders which formerly went to Germany and Austria.

There is the field which the Government has listed as "earthenware and crockery ware not decorated or ornamented," of which imports to the value of \$560,797 came in from all the countries, while of "earthen and crockery ware decorated and ornamented" the imports amounted to \$2,044,352. These compare with \$336,632 in 1915 and \$1,702,556, respectively, in 1916. Here the English imports will be found to make a very creditable showing when compared with the Japanese.

"I think the report shows that the Japanese, and not the French or the English, are capturing the china trade in this country," said one well-informed pottery

manufacturer when the figures were called to his attention. "The English, I think, are more than holding their own in the cheaper grades of ware, and there are still a lot of Americans who will have nothing but French china, even if they do have to wait for it. We all know what the American potteries have done, and how much more we could have done if we had been able to operate as in normal times. As it is, American ware has displaced a lot of foreign-made goods, and, unless I am mistaken, it is going to displace more."

HOW TO CULTIVATE YOUR MEMORY.

NOWHERE is a good, serviceable memory more necessary than in the business world; and yet, strange as it may appear, it is less appreciated, and still less understood, among persons in the marts of trade than by those in almost any other calling. It is undoubtedly true that men and women who have worked themselves to the head of large business houses, or who hold positions of responsibility and trust, have taken the pains to cultivate the powers of memory; but the rank and file give little heed to the insistent call of this great aid to success in business.

Time and again persons have gone into places of business, meeting the same clerks on each occasion, and on asking to see a member of the firm have been requested to give their names.

On the other hand, I have known wideawake salespeople to remember the faces and names of customers after seeing or hearing them but once, says Edwin Gordon Lawrence in "Playthings," and even to recall addresses or telephone numbers with almost the same amount of ease; but they form a small minority of those who are employed in business.

It is certainly flattering to one's vanity to be recognized on entering a place of business for the second time; and a salesperson or clerk who is able to flatter a customer will prove of inestimable value to his employer and very rapidly advance his own interests.

Not only is it annoying to the customers or callers to be requested to give their names on every occasion that business calls them into a store or office, but it is also injurious to the efficiency of the salesperson or clerk.

With a little practice, persons may become expert in remembering not only faces, names and addresses, but all things that transpire in the daily routine of life. In subsequent articles I shall present some simple means for improving the powers of memory by making clear what memory is and showing how it may be developed and controlled.

It is difficult for many persons to remember, because they do not observe closely, they do not grasp the peculiarity of a person, the distinguishing qualities

— THE —
Homer Laughlin China Co.

East Liverpool, Ohio.

Newell, W. Va.

of an object, or the meaning of a thought, and for this reason the person, object or thought makes little impression on the mind, is not retained, and is incapable of reproduction.

On meeting a person whom you desire to remember, look closely for peculiarities that distinguish the one from the many, for every person possesses some such mark, as no two persons are exactly alike. Note the color of the hair, eyes, or complexion; the shape of the mouth, nose or chin; the height or breadth of the body; the manner of speech, look, or action, or anything connected in any manner with the individual.

If you wish to remember a person's name, repeat it on being introduced, as, "I am pleased to meet you, Mr. Powell." Also make occasion to mention the name several times during the conversation.

There is but one way of remembering things that you have read, and that is by looking through the words into the idea, grasping the meaning thoroughly and holding on to the thought without burdening the mind with a mass of words. When you desire to rephrase the idea, words in which to clothe it will quickly come into being.

When you desire to memorize matter that you wish to repeat word for word, arrange it in the form of a sequence, mentally seeing the words as they collectively form phrases and sentences—that is, memorize the words as groups, and not as individuals.

Do not seek for some magic way to enable you to possess the power of memory without working for it, as you can never find such an avenue leading to the goal of your desire. In order to remember, you must perceive (this requires attention); to be able to retain, you must impress (this requires effort); in order to reproduce, you must be vital (this requires energy).

Only by seeing a thought, object or occurrence, and making a lasting impression on the mind with it through the means of attention, can it be reproduced to the mind's eye and made again apparent to the other senses. In a few words: What you wish to remember you must first know.

CHILD LABOR LAW UPSET BY COURT.

ON the ground that Congress, in passing the child labor law, unwarrantably invaded the rights of the States to control their own commerce, the Supreme Court on June 3 declared the law unconstitutional.

The decision was concurred in by five of the nine members of the court. Justice Holmes read a dissenting opinion. Justice Day said:

"To sustain this statute would not be in our judgment a recognition of the lawful exertion of Congressional authority over interstate commerce, but would sanction an invasion by the Federal power for the con-

trol of a matter purely local in its character, and over which no authority has been delegated to Congress in conferring the power to regulate commerce among the States."

In the dissenting opinion Justice Holmes stated that Congress in his judgment was clearly within its rights, as defined by the Constitution, in enacting the law, even if it constituted interference with the individual rights of States to regulate commerce. "The national welfare," said Justice Holmes, "is higher than the rights of any State or States, and Congress was clearly justified in using all its efforts along that line."

Representative Keating of Colorado, and Senator Kenyon of Iowa, ardent supporters of the child labor law, stated they would immediately begin a campaign for a new law, or for an amendment to the Constitution which would permit Congress to enact such a law. Mr. Keating suggested that the situation might be met by taxing the products of factories employing children.

A meeting will be held in Washington soon to plan a new campaign for a child labor law that will meet the Supreme Court's objections.

CORRECTION.

LAST week a new sterling price list which H. Benedikt has for distribution was credited to the Salem China Co. It should have been the National China Co., Salineville, O.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

HELP WANTED.

CUT GLASS SALESMEN. Our representative in the Middle West has been drafted. We are open for an arrangement to have our goods taken as a side or whole line. Same condition exists in the South. We have well-established connections in both of these territories. Address B. D. J. Co., this office.

FOR SALE.

STORE AND LONG LEASE. \$20,000 STOCK. CLEAN, SALABLE CHINA, HOUSEFURNISHINGS, DRUGGISTS' SUNDRIES. THE MOST ATTRACTIVE CHINA STORE IN THE U. S. DOING BUSINESS WITH OVER 300 FACTORIES AND GREAT GOVERNMENT INTERESTS. RAIL AND RIVER TRANSPORTATION. DELIGHTFUL CLIMATE AND ENTERPRISING PEOPLE.

EDWARD A. ABBOTT, CHATTANOOGA, TENN.

FOR SALE—Small pottery making semi-porcelain hotel ware. Plant is fully equipped and in operation. Price is right, and satisfactory terms can be arranged. Address "POTTERY," care of this office.

CROCKERY and GLASS JOURNAL

NEW YORK, JUNE 13, 1918.

CONDITION OF TRADE.



Midsummer quiet characterizes trade this **New York** week. Very few buyers were in the market, but there was one encouraging feature about their advent—they were here a full month earlier than customarily. Their presence at this time emphasizes the crying need for goods, and should those who usually come to market shortly after July 1 buy as freely the factories on the other side of the water will have plenty of new business in addition to what is already on their files. The early comers will be the ones to profit, for the output of all European countries will be less this fall than it has ever been.

The fear of an embargo on Japanese china has spurred the importers to rush goods to New York, and for the last week or two large quantities have been received. How shipping was obtained only the importers know. Dealers are not exercised about that. They wanted the china, and are getting it. That suffices.

The American potters continue to receive orders equal to their shipments. Besides these the Government is continually making requisitions both for the army and the navy. Every new vessel launched has to be supplied, and as ships are being put into the water every day, and will be built faster and faster, the potters can see more business than they can take care of for months to come. It is generally understood that the Government is now taking sixty per cent of the output of vitrified ware; and as the potteries, by reason of the shortage of labor, can only make eighty per cent of

their capacity, only twenty per cent is left for the commercial world. Not a cheerful outlook for the storekeepers.

The glass men report but little change in conditions. They are catching up on their orders for some items, but there are many others on which they are behind. Manufacturers of jelly tumblers and fruit jars are worried because of the demand. The fruit crop will be immense, and there is a shortage of ware. One prominent manufacturer of jars, with orders about double his capacity to fill, in response to the urgent demand of a customer bought for him a small lot of second hand half-gallon jars, paying \$20 a gross for them. He predicts a price of \$20 for quarts before the season is over.

Retail trade in New York is quiet. The best that the department store buyers can say is that they are holding their own. An analysis of this statement shows that while, owing to the high prices, the figures of their sales equal last year's, the volume is considerably less. Better reports come from suburban towns and all interior points. Up along the Hudson river and the New York Central railroad, on through the West and the Northeast clear to the Coast, except in the larger cities, business is good. The same can be said of New England. Boston reports a quiet week, but nearly everywhere else trade was active. Business in the the South is uniformly good. Everywhere shortage of goods is reported, and where there is any dullness dealers say that it comes from a lack of wares to sell.

Sufficient business is now on file to insure steady operation of plants with what help is available. Packers' goods and food containers are in very active demand. It looks now as if there will be no general closing down this year and that the plants will work all through the summer.

Mail inquiries indicate that both retail and jobbing stocks are short, and manufacturers are doing their best to assemble orders and start them forward. Hotel ware is in exceptionally heavy demand. Dinnerware is also in good request, and specialty lines are moving nicely.

SALES OF WAR SAVING STAMPS.

THE total sales of War Saving Stamps by the crockery, glass and allied trades to date, according to the report furnished us, is as follows:

	W. S. Stamps	Thrift Stamps	Total Value
Edward B. Dickinson.....	12	214	\$102.29
Frank & Danziger, Inc. ..	9	10	39.85
A. J. Fondeville & Co.....	9	232	95.37
Edward Boote.....	64	769	457.93
B. Shackman & Co.....	53	727	401.70
Lowenfels & Co.....	22	968	333.52
Chas. M. Levy.....	3	100	37.45
Pairpoint Corporation.....	20	485	221.25
Strobel & Wilken Co.....			6,487.19
Wallach-Behrend Co.....			126.50
Tashjian Bros.....		45	11.25
Takito, Ogawa & Co.		752	188.00
Le Roy T. Pease.....	24	250	162.10
L D Bloch & Co.....	46	713	369.15
Leo Schlesinger Co.....			1,513.50
The Herbert Co.....	9	947	274.10
Bissell Carpet Sweeper Co.	9	60	52.35
J. H. Venon, Inc.....	66	196	322.90
U. S. Glass Co.....	60	896	473.00
C. Dorflinger & Sons.....	15	120	92.25
K. J. Okajima.....		193	48.25
George H. Kamoï.....	221		919.36
Higgins & Seiter, Inc.	241	493	1,125.81
Fensterer & Ruhe.....	45	587	333.50
John L. Garvey.....	6	150	62.40
Edw. D. Soule.....		431	107.75
Gudeman & Co.....	5	221	76.00
Postoria Glass Co.	40	52	179.00
Ko Kozai.....		42	10.50
Theo. Haviland.....	22	36	100.30
L. Straus & Sons.....	205	876	1,071.80
Lazarus & Rosenfeld.....	131	2660	1,208.81
Herman C. Kupper.....	285	453	1,538.25
B. Illfelder & Co.....	1	37	13.40
Empire China Works,	71	851	508.11

	W. S. Stamps	Thrift Stamps	Total Value
B. Strasberger.....	38	348	\$244.91
Ed. Williamson.....	10	110	68.66
F. A. O. Schwarz.....	47	539	329.80
Steinfeld Bros.....	9	35	46.10
J. Wedgwood & Sons.....	36	246	215.13
Wimelbacher & Rice.....	8	42	43.70
Morimura Bros.....	141	4924	1,812.81
Geo. Borgfeldt & Co.	203	1324	1,173.51
Wm. H. Plummer & Co....	8	114	61.86
John Simmons & Co.....	27	288	184.05
E. I. Horsman Co	45	243	247.50
Wm Dougherty.....	24	144	135.60
Vogt & Dose.....	1	175	36.90
S. Birens.....		6	1.50
Calumet Mfg. Co.....	25	38	113.25
Jas. S. Barron Co.....	34	86	162.60
H. G. McFadden & Co.	150	100	647.50
Lee B. Lok.....	13		54.21
G. W. Wineberg.....	37		154.20
James M. Shaw & Co.....	42	336	257.77
Manhattan Enamel WareCo			90.29

Concerns in the trade whose names do not appear on the above list, and who are willing to co-operate with the Government in the sale of War Savings Stamps, are asked to communicate with the chairman of the division, Lee Kohns, 42 Warren street, and he will be glad to enroll them as selling agents. Any who are already selling stamps, but are not reporting the sales, are hereby requested to send a weekly report to Mr. Kohns, so that the CROCKERY AND GLASS JOURNAL may publish the returns.

A meeting of the various agents will be held at 51 Chambers street on Tuesday, June 18, at 2 o'clock, to consider ways and means of making June 28, National War Savings Day, a big success. A number of important matters will be discussed, and several prominent speakers will be present.

DUTY ON GARDEN SETS.

TOY garden sets in chief value of decorated earthenware, imported by Butler Bros., of St. Louis, are held properly dutiable at the rate of 40 per cent ad valorem under paragraph 79 of the Tariff Act of 1913 in a decision handed down Tuesday by the Board of United States General Appraisers. Various claims were made by the protestants, but the only one relied upon when the case was called for hearing was that the merchandise should have been taxed at the rate of 15 or 20 per cent ad valorem under paragraph 78 as common yellow, brown or gray earthenware, made of natural unwashed and unmixed clay.

[This decision will have an important bearing on several other suits now pending on goods of a like nature, including some Japanese ware in which "unwashed clay" is the material used.—ED.]



Pointers for Buyers.



Where Live Merchandise May Be Obtained.
Tips to Dealers Looking for Ready
Sellers.

CAN SUPPLY ALL NEEDS.

"Imported dinnerware for immediate delivery" sounds exceedingly interesting these days. And not only can the ware be procured for ready shipment, but the assortment of designs shown offers a selection to choose from that will meet every requirement, from modestly-priced sets to the better grades. The line referred to is that of the Kinney & Levan Co., Cleveland, O., whose interests are looked after in New York by Cox & Lafferty, and who show the complete line at 1170 Broadway. The best European and Japanese factories are represented in the display, and the care with which the patterns have been selected is evidence that the company knows the "good sellers."

FOR EXCLUSIVE DEALERS.

C. Dorfinger & Sons have done much to elevate the standard of domestic glassware, their creations ranking with the best produced in this country. In colored glass they have surpassed themselves, and the exquisite tints and shapes to be seen at 36 Murray street make the place a veritable Mecca for buyers in quest of exclusive things.

DOMESTIC DINNERWARE.

An idea of how satisfactorily dinnerware needs can be met by the East Liverpool Potteries Co. may be obtained by a visit to the salesroom of Ed. A. Unger, New York representative, 139 Fifth avenue. The diversified character of the patterns could not be improved upon, and the shapes have been designed with a view to their practical qualities without the sacrifice of beauty. The assortment of salads, berry sets, etc., is also in a varied list of decorative treatments that have every element counting for success in modestly-priced goods.

FOR DEALERS WHO LOOK AHEAD.

At the time most people's thoughts are turned toward electric fans, iced drinks, and other methods of keeping cool, the wise dealer makes his plans for keeping them warm in the coming winter. With the uncertainty of manufacturing conditions, as well as of transportation, orders for oil heaters should be placed at the

earliest opportunity. To meet the expected demand the Pittsburgh Lamp, Brass and Glass Co. have gotten out an improved model of their very popular "Success" stove. This has rounded corners, the oil tank does not have to be removed to refill it, and there is an indicator to show how much oil it contains. It also has a nickel handle for carrying, and rounded nickel legs which conform perfectly with the change in style. The different sizes—one, two and three burners—are on view at the concern's New York showroom, 35 West Twenty-third street.

A "DIFFERENT" COLONIAL PATTERN.

John Nixon has just placed on display at the local showroom of the Fostoria Glass Co., 147 Fifth avenue, a noteworthy variation of the factory's popular "Colonial Prism" line of table glassware. The addition to the regular design is a pretty pierced border effect which adds a very artistic touch. The unusualness of this line places it in a class by itself. It is one of the few really different Colonial patterns to be found in the market.

MORE ELBOW ROOM.

Changes are being made at the salesroom of Takito, Ogawa & Co., 101 Fifth avenue, which will not only greatly enhance the appearance of the place, but will add 300 square feet of much-needed floor space for the display of samples.

SELLING VERY FAST.

"Old Glory and Her Allies," just introduced by the E. W. Hammond Co., promises to take the lead in war souvenirs. Mr. Hammond's enthusiasm over the plate has been more than justified by the large orders booked for it every day. He says: "Its popularity is surpassing my most optimistic hopes," and adds that when one knows he has a good thing it pays to advertise it in the CROCKERY AND GLASS JOURNAL.

SEASONABLE ITEMS.

Dealers who are not well supplied with cake and cheese covers, sandwich plates, etc., to meet the greatly-increased demand for these items that comes with this season of the year should lose no time in seeing the

Gillinder & Sons line at the New York showroom, 19 Madison avenue. All the little details that contribute to the success of goods of this character, such as perfect annealment, practical shapes and sizes, and clear quality crystal, have been given the most careful attention by the factory.

GETTING THEM IN BEFORE THE RAISE.

Louis Wolf & Co. have a large lot of Japanese toys, baskets, brushes, etc., on the way from the Pacific coast to New York, and are patting themselves on the back in consequence, because the freight on baskets will be advanced from \$1.70 to \$5.55 on the 20th.

CORRECTION.

OWING to a typographical slip the date in the advertisement of Maddock & Miller on our front page last week was wrongly printed. It should have read "May 31."

AT CHICAGO.

BUYING during the past week has been of good volume notwithstanding the fact that dealers are considerably worried over the slow shipments. This is especially the case in dinnerware lines. If they could be assured of deliveries they are confident of a good trade. There is also some complaint about the quality of the goods which are being received in this market. In spite of the fact that higher prices are charged, the quality is said to be far below the standard. Quite a few out-of-town customers were in the city and more are expected this week.

The plan of the Government to take over the building vacated by Siegel, Cooper & Co. has met with obstacles, and there is some talk that Hillman's Department Store may move from its present location and take the first two or three floors. However, this could not be confirmed. The Boston Store owns the ground upon which the building occupied by Hillman's stands, and it is understood that the present lease to the latter will not be renewed when it expires, in two or three years. The Boston Store is believed to be anxious for the space, and rumor has it that the concern will relieve Hillman's of the lease, allowing the latter to move at once.

Arthur Reber, who travels through Ohio for Earl W. Newton and Associates, paid a visit to the Chicago office during the week.

H. H. Phillips, manager of the United States Glass Co.'s factory at Gas City, was a visitor in the city dur-

ing the week. Neil Bingham, lighting glassware salesman of the company, has returned from a trip on the road.

C. E. R. Roehling, of Pitkin & Brooks, made a trip to Vaparaíso, Ind., last week, to look over the concern's cut glass factory at that point.

Lewis H. Simpson has just received word from his son, Lewis H. Jr., that he has arrived in France with the U. S. army.

E. B. Tibbitts, formerly buyer for Loren, Miller & Co., is now with T. S. Martin & Co., Sioux City, Ia., and as already placed some orders with his Chicago factory friends.

George H. Bowman, of the George H. Bowman Co., Cleveland, visited the city last week.

A. H. McAnulty, of the McAnulty Co., was visiting some of his aluminum factories last week.

Among the out-of-town buyers here were Max Schwartz, for the Golden Rule, St. Paul; Henry Berliner, for Gimbel Bros., Milwaukee; Chas. Hansen, for Younker Bros., Des Moines.

A MATTER OF ECONOMY.

FROM the standpoint of economy, if nothing else, we have got to win the war. No matter what it costs in money, we shall find it cheaper to win than lose.

The Germans are the most ruthless tax collectors on earth. They expect America to pay for the war. Their newspapers talk of an indemnity of \$25,000,000,000. When they have the power the Prussian autocrats have no difficulty in collecting.

Brussels, after many fines and taxes, was punished by a fine of 5,000,000 francs "on account of the attack made upon a German soldier by Ryckere, one of its police officials."

Luneville was fined 650,000 francs because of an alleged attack by some inhabitants.

Cardinal Mercier says that 500,000,000 francs were imposed on impoverished Belgium by December of the first year. In November, 1915, the Prussians decreed that the contribution be increased to 40,000,000 francs a month from blood-white Belgium. Later it was raised to 50,000,000 francs monthly.

These instances may be increased indefinitely. At last the Belgian men were carried away into slavery. Later this was done in Poland.

It will be far cheaper to pay now than when Germany sets the price.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Because the draft is taking so many men from the glass factories, female help is being installed wherever possible, and the Owens Bottle Machine Co. is now arranging rest rooms at its factory at Fairmont, W. Va. The Imperial Glass Co., Bellaire, O., has employed female help for many months. Other glass factories have largely increased the number of female operatives.

Glass manufacturers smiled when they were advised of the passing of a resolution at the recent meeting of the West Virginia State Federation of Labor suggesting that manufacturers call in all road salesman during the progress of the war, on the ground that the keeping of salesmen on the road increased the cost of necessities.

A glass service flag is the latest. Blue glass stars are inserted in the white field, which is of course bounded by red. A brass chain is attached to the two upper corners. The demand for the item is strong.

A general meeting of the salesmen of the Hazel-Atlas Glass Co. was held last week at the offices of the company in Wheeling. General business conditions were discussed, and addresses made by department heads and salesmen.

A. D. Seaman, Baltimore representative of the United States Glass Co., has returned home after spending a few days at headquarters.

An increased demand is noted for the more popular-priced lines of lighting glassware.

In one mail recently a Western Pennsylvania glass company received enough orders to operate the factory on full time for three days.

Glass factories operating in West Virginia will not be affected much by the decision of the United States Supreme court in declaring unconstitutional the Federal child labor law. The labor law of that State provides that "no child under the age of fourteen years shall be

employed, permitted or suffered to work in connection with any factory or manufacturing establishment," and covers the case.

Over a hundred employees of the United States Glass Co. are now either at the front or in the different camps, and Salesmanager George Dougherty says more are to go at an early date. It is almost impossible to get men to take their places. Similar conditions exist in almost every other glass factory in this district.

The plant of the Ideal Glass Co., recently destroyed by fire at West Union, W. Va., will likely be rebuilt at an early date. The concern has been highly successful, having paid dividends as high as seventy-five per cent annually. The loss was about \$75,000, with \$40,000 insurance.

Orders continue to be received by glass manufacturers from Government sources. Some of the requirements are very extensive. All specifications are being given immediate attention.

Staple lines of glassware seem to be in best demand, the more popular-priced items having the most active movement. On the "luxury" lines the sale is slow.

Marcus Aaron, of the Homer Laughlin China Co., East Liverpool, and a member of the Board of Education of this city, has been named as chairman of a special committee of the Pennsylvania State Board of Education to urge the enactment at the next meeting of the State Legislature of a law increasing the compensation of school teachers. Mr. Aaron is very active in educational work in this district.

Four service flags have been suspended in the main corridor of the Macbeth-Evans Glass Co. offices in the Chamber of Commerce building. Thus far 151 stars have been placed on the flags, and twelve more are to be added. The men in the service at the time the flags were designed represent these branches of the Macbeth-Evans Co.: Bethewan plant, 50; Charleroi, 55; Toledo,

19; Elwood, 12; main offices, 15 (eight being from the sales department).



The Wheeling Pulverizing Co. **Wheeling, W. Va.** is about to start operations here for the purpose of furnishing an ingredient to be used by glass manufacturers in toughening glass. It is claimed that by its use the breakage in hollow ware is reduced thirty to thirty-five per cent. The mineral from which it is obtained comes from ores found in the Western States, mainly in California.

CUT GLASS MEN TO MEET.

THE semi-annual meeting of the Cut Glass Association will be held at Atlantic City on Tuesday, July 2. Evidently President Marsden fixed the date so that members and their wives could spend the Fourth at the "Playground of America" if they so desired. The memory of the meeting held at Chautauqua Point last Fourth of July, when they enjoyed the hospitality of Henry C. Fry, still lingers with those who were there. There never was such meeting, and never will be.

SHOULD BE REPEALED.

FOLLOWING the line of argument in our recent editorial on the subject, William Burgess, vice-president of the United States Potters' Association, in speaking of the du Pont import plan, stated that, in his opinion, the proposition to import goods for exhibition purposes, duty free, would, if carried out, give to the Allied Industries Corporation an unfair advantage over all permanent lines of business in this country, both import and domestic. Mr. Burgess takes the view of the American Protective Tariff League that Congress never intended to give this privilege for the purposes planned by the new corporation, and he holds that the entire idea is grossly unfair to other merchants in this country who are obliged to do business without any such privilege.

One of the great advantages that the du Pont concern will have over other American importers, according to Mr. Burgess, is the facilities for the immediate delivery of foreign goods. Whereas the majority of importers take orders through the means of samples and are compelled to cable their orders abroad for future delivery, this concern, it seems, will be in position to keep large reserve stocks on hand for immediate delivery. Mr. Burgess believes, with a number of other merchants who have been interviewed regarding the matter, that Congress should repeal the law giving to the Allied Industries Corporation the privilege of converting the Grand Central Palace into a free zone.

The du Pont plan, as previously pointed out, has aroused much opposition in both import and domestic circles, and it is not unlikely that a move will soon be made to have the law repealed by Congress.

"The American Economist," the official organ of the American Protective Tariff League, in replying to a statement by Philip Kobbe, president of the Allied Industries Corporation, published in the "Journal of Commerce" several days ago, says:

"The Allied Industries Corporation, through its president, William Kobbe, has issued a statement combating the position of 'The American Economist' with reference to the du Pont scheme to take advantage of the statute authorizing the Merchants' and Manufacturers' Exchange to import goods under bond without the payment of duty, 'for exhibition purposes only.' This corporation appears to be a 'holding corporation' for the Merchants' and Manufacturers' Exchange and a number of other du Pont corporations. We wonder if by any chance it is a 'combination in restraint of trade.' Be that as it may, Mr. Kobbe denies that the du Pont plan is to evade the payment of customs duties. We fail to see why he should deny something which has not been charged. No such charge was made in our comment, a careful reading of which would have shown that our sole objection to the plan was that it was 'wholly without warrant of law.' We see no reason to change our views in that respect. On the contrary, we reiterate them.

"Mr. Kobbe further says: 'Nor is it yet even fair to infer that it is the purpose of the corporation to anticipate any legislation through the establishment of a free port or free zone except as provided by Congress in 1912.' We not only 'infer,' we assert, that organization or organizations in question are seeking to establish a free port or free zone such as was not contemplated by the law under which they seek to operate. It makes no difference whether they propose to import goods or only sell the samples. The purpose of the law is perfectly plain. It is to allow an exposition to be carried on, not as a money-making but as an educational and entertaining proposition. The purpose of the Allied Industries Corporation is equally plain. They propose to conduct a free port or free zone, but only 'as provided by Congress in 1912.' To quote from Mr. Kobbe, 'it appears to us to be something of a quibble.'

"Existing laws provide for bonded warehouses, but the goods stored there may not be examined by the owner except in the presence of a customs officer. Why should the Allied Industries Corporation, a money-making merchandising organization, be allowed any privilege not allowed to other money-making organizations? We are not opposed to individuals nor partnerships nor corporations making money, but do not want any one of them to hog it over the rest by trying to take advantage of the generous provision of Congress, to do

a thing Congress never intended. The intent of the du Ponts is diametrically opposed to the intent of Congress, and no one knows it better than the promoters in question. And, in law, the intent is everything.

"The project is wholly without warrant of law; but in order that there may be no possible room for question, the American Protective Tariff League will recommend to Congress the repeal of the law misapplication of which is so boldly planned."

STROBEL & WILKEN CO. OUTDISTANCE REST.

THE Strobel & Wilken Co. have inaugurated a system for the sale of War Saving Stamps which has proved so successful that others would do well to copy it. First, everybody in the employ of the house was enrolled. Then, as an incentive to save, seals were placed against each name according to the number of stamps bought—a red seal indicating a certain number of thrift stamps, a white seal so many war stamps. When they have bought or sold (for they are expected to sell outside the store) \$100 worth they are given a blue seal, for \$500 worth a silver seal, and \$1,000 worth entitles them to a gold seal. To facilitate collection a letter-box is placed in a convenient place with a package of envelopes at hand. At any time an employee may put the money obtained from a sale into an envelope with his name on it and drop it in the box. Every afternoon these envelopes are taken out, the amounts duly credited, and new stamps given out.

A friendly rivalry is created by the following: The one who bought the most the first day the scheme was started was marked No. 1. The next day perhaps two or three others bought more than No. 1; so he went down the list, his position being given to the one who bought the most that day.

On May 4 W. R. Strobel started a drive by offering a handsome case of silver flat ware—knives, forks and spoons—as a prize. The force was divided into two teams, and each started in to see which could sell the most. On June 1 Team No. 1 reported sales of \$3,131.42 and Team No. 2 \$3,099.24. The biggest single day was \$546.88, and the biggest week was \$1,243.26. The winner of the silver was Mrs. A. K. Ackerman.

Total sales up to June 8 were \$6,487.19, which tops the record for the Crockery, Glass and Allied Trades Unit.

Following is a list of seal winners up to June 8: E. J. Vigneron, gold; W. E. Strobel, silver; A. K. Ackerman, silver; E. Engelman, E. F. Schwarz, E. H. Kruse, Miss Lichtman, A. E. Kegelman, Miss Regart, G. P. Babcock, W. R. Strobel, R. R. Ballinger, Miss C. Beers, J. S. Lauterbach, J. A. Penny, each a blue seal.

W. R. Strobel finances the matter, and E. J. Vigneron keeps the records.

APRIL IMPORTS.

THE following invoices were entered at the port of New York in April:

China, not decorated—France, \$185, \$1,250; England, \$1,837, \$91, \$4; Bermuda, \$45; Hong Kong, \$83; Japan, \$639, \$189. Total, \$4,323.

Decorated China—France, \$15,960, \$30,201, \$196; Italy, \$1,267, \$8; England, \$7,671, \$23,212, \$13,930; Nice, \$309; China, \$541, \$978; Hong Kong, \$1,367, \$2, \$691; Japan, \$15,354, \$24,977, \$10,241. Total, \$146,905.

Earthenware, not decorated—Total (Eng.), \$11,314.

Earthenware, decorated—Denmark, \$407; France, \$61, \$1,401, \$3; Italy, \$55, \$369; England, \$13,671, \$69,376, \$31,852; Hong Kong, \$145; Japan, \$1,711, \$3,691, \$1,026. Total, \$123,768.

Other Earthenware, St. and C. Ware—France, \$8,481; Italy, \$36; England, \$2,619, \$5,871, \$81; China, \$1,913; Japan, \$667, \$13, \$15. Total, \$19,696.

Glassware—France, \$2,115, \$1,828, \$1,276; Italy, \$512; Switzerland, \$9; England, \$6,754, \$428, \$1,357; Scotland, \$857; Ireland, \$15; Canada, \$106; China, \$393; Hong Kong, \$878; Japan, \$8,986, \$8,202, \$5,738. Total, \$39,454.

China Clay—England, \$4,250.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under "Personal," the following buyers were reported in the city this week:

A M Nordland, hf, t, c, Rike, Kumler Co, Dayton, O. 225 Fifth ave.

C H Clark, hf, Howland Dry Goods Co, Bridgeport, Conn. 404 Fourth ave.

P L Beck, t, c, g, Baltimore Bargain House. 354 Fourth ave.

Mr Phillips, c, g, Stix, Baer & Fuller D G Co, St Louis. 116 W Third.

A J Sutton, hf, W Hengerer & Co, Buffalo. 2 W 37th.

I B Gregg, c, g, l, C Hall, Springfield, Mass. Imperial. Charles Herman, c, g, hf, A Eisenberg, Baltimore. 105 Grand.

G Davis, hf, J R Libbey Co, Portland, Me. Imperial. R M Dean, t, R H White, Boston. 470 Fourth ave.

P G Schaefer, hf, Adam, Meldrum & Anderson Co, Buffalo. 230 Fifth ave.

J Bacon, c, g, Wise, Smith & Co, Hartford, Conn. Breslin.

W Michael, hf, People's Furniture Co, Roanoke, Va. Wallick.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JUNE 13, 1918.

DO YOU OVERLOOK OPPORTUNITIES?

WHILE many merchants in the crockery, glass and allied lines are keen, able and alert, there are others who overlook numerous opportunities to secure more business if they would but get out of the beaten path.

For example, a certain dealer in the East, in view of the great demand for wool and yarn for knitting, stocked up on these and knitting needles and made a great display in his windows. It did not take long for the womenfolks of the town to discover that the crockery and glass store had a goodly stock of the much-wanted kahki yarn, and the merchant reaped an advertising harvest, if nothing more.

The manager of the crockery and glass department in a large store figured out that, in addition to being disposed of in their regular section, electric toasters would appeal to womenfolks and would sell better in the crockery department than any part of the store; and sell they did.

Another incident demonstrating how the man with an eye to business can get a little more than his share if he looks sharp: A certain dealer found himself with an overstock of milk pitchers a few weeks ago. He went to every milk dealer in town and made arrangements to have them show a pitcher in the windows, with a placard reading: "This is a sample of the milk pitchers Blank's crockery store is selling for twenty-five cents." The tying up of ideas, a milk pitcher and a

milk store, sold the goods, despite the fact that most all milk is sold by the bottle. The same dealer further carried out the idea by having the local greengrocers display catsup bottles labeled "Now is the time to put up catsup. Buy your tomatoes here and your bottles at Blank's." Later the card was changed to "We sell the tomatoes, Blank's sells the bottles."

A short time ago, when a tea and coffee store stopped giving away china as premiums, a crockery and glass dealer in New Jersey made arrangements to display a sample line of meat platters, soup plates and dinner sets in the tea store with a card reading: "China no longer given as premiums; but note the very reasonable prices of these articles on sale at Blank's china store."

The above cases are but hints of what can be done if you make it a practice to think a little ahead of the procession.

PERSONAL.

N OBODY ever before accused W. E. L. Wells, the genial gentleman who presides over the destinies of the sales force at L. Straus & Sons', of having a swelled head; but on Monday when he came to business the fact was painfully evident. Skillful dental treatment, however, soon reduced the oedematous condition, and he is once more his normal, urbane self.



George R. West, of the Westmoreland Specialty Co., Grapeville, Pa., was a visitor in New York for several days this week.



Charles P. Schuller was in New York on Monday en route to the factory of the H. C. Fry Glass Co., Rochester, Pa., for which he has just completed his initial trip. After consulting with the heads of the concern he will take a rest before going on the road again.



E. A. Gillinder, of Gillinder & Sons, Philadelphia, visited the concern's New York office on Friday of last week to confer with Paul Zoellner relative to local business. The rush at the factory requires his almost constant attention, and his visits are therefore less frequent than formerly. But he is very welcome when he does come. He has a number of friends here who are always glad to see him.



Years ago there was a firm of crockery dealers on the Bowery known to every manufacturers' agent in New York—that composed of the three brothers McGurrian—Oliver, John P. and Richard H. They were all bachelors, and lived with their sister Mary, who kept house

for them at Seventh avenue and Thirty-second street, where the New Pennsylvania Station now stands. They were honest, conscientious merchants, and made money. They sold their home to the Pennsylvania Co., and in 1910 closed out their business. On Wednesday of last week the sister died, and was buried on Saturday from her home in East Eighty-sixth street.



Arthur W. Blackmer, of New Bedford, Mass., and Harry G. Hunt, of Corning, N. Y., displayed their lines of cut glass together in room 364, Hotel McAlpin, this week.



Harry Lowengart, buyer for M. Sellers & Co., Portland, Ore., who arrived in New York last Friday, left for home on Tuesday night.



Leonard Rouquart, a former importer of French china who went to France last year, and who came back to New York about a month ago to see his old friends, sailed for France again this week.



H. L. Heintzelman, of the Monongah Glass Co., Fairmont, W. Va., was in town this week conferring with Frank M. Miller, who represents the line here.



Albert Jassman, buyer for the Meier & Frank Co., Portland, Ore., is still in town, but expects to leave for home on or about the 21st.



W. J. Chenoweth and C. J. Keating, who travel the Southern States for the Jones, McDuffee & Stratton Co., have been spending a week in Boston at the home office posting up and selecting new samples for the fall campaign, and will soon be on the trail again.



B. M. Griffith, factory superintendent for the Pittsburgh Lamp, Brass and Glass Co., spent last Friday and Saturday in New York on business for the concern.



The Public Service Commission is to lose the services of Oscar S. Straus, who has sent in his resignation as chairman. He has done such good work on the board that it will be hard to find a successor who will approach him in things achieved. Of international reputation, he is known to the crockery trade through his connection with L. Straus & Sons, having been a member of that firm for many years. His future has not been determined. He will probably take a rest from the first of July, at which time his resignation is to take effect, until some time in the fall, when he will probably get into some broad field of public work—possibly in connection with a plan to establish a permanent basis for settling labor troubles. There is a possi-

bility that he may be sent to Congress, where his aid in the solution of problems which would arise during the reconstruction period which must follow the war would be invaluable. Whatever he does he will have the best wishes of the trade.



J. J. McKanna, of the McKanna Cut Glass Co., Honesdale, Pa., was in town last Friday and Saturday, principally to consult with E. L. Bates, who handles the concern's line in the local market.



H. S. Conn is the new china, glassware and house-furnishings buyer for the Ludwig Baumann stores. He was formerly employed in another capacity by the concern, and showed such marked ability that he was placed in charge of the above departments. He has made a very favorable impression upon the local dealers.



The United States Glass Co.'s main office in Pittsburgh was well represented in New York last Friday. No less than three prominent officials of the concern were here—Marion G. Bryce, president; Reuben Haley, vice-president; and Ernest Nickel, secretary.



H. Ichikawa, with Takito, Ogawa & Co., who has been spending some time in Chicago devoting his attention to the concern's lamp factory in that city, returned to New York last Thursday. He expects to return to the Windy City on the 20th inst. to complete preparations for a large display of lamps at the Furniture Exposition to be held there in July.



B. F. Heastand, San Francisco representative of the Fostoria Glass Co., was a welcome caller at the office of local manager John Nixon last week.



J. A. Hemple, familiarly known as "Cap," manager of the Philadelphia office of the United States Glass Co., dropped in for a chat with Ed. Craig while in town last week.



W. E. Bown, son of L. H. Bown, of the Buffalo Pottery, who went to France as a volunteer in the French Ambulance Corps, has been appointed a second lieutenant in the American division of the Ambulance Service.



Henry Witte left for the South last Friday in connection with the Florida land development scheme which he has had under consideration for some weeks.



A paragraph in last week's issue relative to the recent visit to this country of Ensign Langley Hawthorn referred to him as formerly assistant buyer at

Wanamaker's. The word "formerly" should have been omitted, for he still occupies this position with the concern, have been granted leave of absence for the duration of the war, after which he will again assume his duties as assistant to his father, John Hawthorn.



John W. Trenck, of John W. Trenck & Son, Indianapolis, who advertise themselves as "the link between the manufacturer and distributor," is at the Hotel McAlpin this week.



H. L. Harloff, china, glass and housefurnishings buyer for W. A. Wieboldt & Co., Chicago, is in New York this week on his first trip to this market for the concern. It has hitherto been his custom to buy from the Chicago dealers and traveling representatives. He is making his headquarters at 353 Fourth avenue.



George R. Nixon's first trip to Philadelphia, Baltimore and Washington for the E. W. Hammond Co. resulted in a nice amount of business.

THE CHILD LABOR DECISION.

THE child labor law decision recites that there is a law on the subject in every State. Therefore it is to be presumed that every State has regulated the subject in the manner it prefers. Certainly if any State has not regulated the subject to its satisfaction there is nothing to prevent its doing so, says the New York "Times." The objection to Federal regulation is partly that such regulation is necessary and confusing, but chiefly that it is contrary to our political institutions, which after all are worth preserving. The critics of the Supreme Court who politely remark that the decision "increases their contempt for the court" are more zealous than judicious. There is a reason why we have not a national divorce law, although there are some considerations in favor of it. There are similar considerations in favor of a national prohibition law. Also there are similar considerations against it that there are against a national child labor law.

When there are forty-eight varieties, more or less, of temperance laws and child labor laws there is proved to be such a wide variance of opinion that it would not be right for intolerant opinion on those subjects to impose its will upon others equally entitled to their opinions. There never could have been a United States without local control of local matters, and there is a national danger in forcing Federal regulation upon States in advance of public opinion in each of them.

For those whose motives in opposing child labor are genuine—based on considerations of humanity, not merely on dislike of competition in the labor market—

the decision opens the way rather than closes it. They can continue their movement in the States separately. Or they can produce a model statute and seek to have it adopted by as many States as possible. There is no opposition to genuine reform regarding child labor in upholding the decision as supporting national interests. There is a real national danger in the antagonism sought to be created between State and national interests and in seeking crosscuts to reforms of any sort in violation of constitutional safeguards of State or national rights. When sentiment is unanimous there is no difficulty in getting action. Witness the ease with which the Director-General wiped out intrastate rates in conflict with interstate rates declared to be reasonable by Federal authority. But when sentiment is diverse in such high degree as upon prohibition and child labor and many social reforms the tedious method of securing unity of sentiment in advance of unity of legislation is preferable.

IN MEMORIAM.

AT a special meeting of The Crockery Board of Trade of New York, held May 21, a committee composed of E. F. Anderson, Lee Kohns, L. S. Hinman and L. S. Owen was appointed to prepare a tribute to the memory of the late Frank P. Abbot. The result of their work is appended:

Frank Prentice Abbot served this Board in various official capacities, and was the second president of the organization. He was regarded by his contemporaries as an efficient and trusted leader in trade activities, for high ideals of honor guided his life, and conscience, rather than expediency, influenced his mercantile career. His attitude towards his employees and associates was eminently just and fair, for he was conspicuously considerate in word, thought and deed.

Wise in counsel, those in need of sympathy went to him confidently with the assurance that he gave them whole-heartedly of his time and thought, assured that they could rely upon his careful and keen judgment.

He combined kindly courtesy with great charm of personality, and these qualities, together with his conspicuous ability and his unquestioned integrity, gained for him the high esteem and admiration of the business world, and won for him the affectionate regard of those who knew him as a loyal and helpful friend.

The trade has lost a notable figure, and his memory will ever remain as an inspiration towards the attainment of the plane of his high ideals.

OBITUARY.

CHARLES A. CLEVELAND died last week at his home in Minneapolis. Early in his career he was a member of the firm of Walrath & Cleveland, and later buyer for the Minneapolis Dry Goods Co. He was with the Powers Mercantile Co. for many years as assistant to J. J. West. He had a wide acquaintance in the trade, and his many friends will sincerely regret his death.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

A pleasing feature of the trade here this week is the indication that manufacturing potters are likely to soon obtain river coal, Pittsburgh interests now having the matter under consideration. The plan is to place from three to four barges of both gas and steam coal here weekly. Equipment for unloading at the river front was installed two years ago. By this means the fuel situation will be considerably relieved. A number of pottery concerns have for some time been anxious to secure high-grade river coal.

* *

W. E. Wells, of the Homer Laughlin China Co., went to Denver last Saturday to witness the eclipse of the sun, and, incidentally, transact a little business.

* *

Patrick McNicol, of the Standard Pottery Co., and T. A. McNicol, of the T. A. McNicol Pottery Co., have returned from a visit East to bid godspeed to friends and relatives bound for overseas.

* *

The demand for hotel ware is such that a number of large buyers have made it known that they are willing to make liberal advance payments in order to increase production. Where a plant is equipped to make this class of merchandise, and is hampered by lack of capital, some of the buyers have advised that they stand ready to render all the financial assistance required.

* *

The Jackson China Co., Falls Creek, Pa., now have plans drawn for the doubling of its buildings and the erection of another continuous kiln. This concern was the first in the Western pottery territory to adopt the continuous kiln method of firing.

* *

Among the Eastern points under embargo on carlots during the past ten days have been Wilmington, Del.; Philadelphia, Baltimore and Washington. A number of manufacturers are loading cars here and having them forwarded to Pittsburgh in care of the Lent Traffic Bureau. The latter then places the pack-

ages in storage, and forwards them at the earliest opportunity. By this method it is possible to get shipments through to destination in very good time, as frequently nothing is accepted here in carlots for the East, while such shipments are taken at Pittsburgh. Buyers can be assured that pottery manufacturers are exercising every means possible to get shipments through, although considerable expense is at times attached to their efforts.

* *

A new \$3,000 wharfboat has been established here for the convenience of the pottery trade, and boats of the Liberty Transit Co. will start to ply between Pittsburgh and Southern Ohio territory within a few weeks.

* *

Concerns featuring covered jugs report an active trade on assorted decorations.

* *

Among buyers visiting the market were W. L. Briggs, for Sibley, Lindsay & Curr, Rochester, N. Y., and J. B. Thomas, for the L. B. King Co., Detroit, Mich.

* *

At a meeting of the stockholders of the Sterling China Co., Wellsville, O., held a few days ago, plans were considered for increasing the output of the plant.

* *

The annual meeting of the National Brotherhood of Operative Potters will convene in Odd Fellows Temple, Atlantic City, N. J., July 2. Western delegates will leave June 30 and July 1.

* *

The trade here always anticipates a slump in new business at this season of the year. Many jobbing interests and department stores take inventories July 1, and for a month before that time only immediate requirements are ordered out. But many inquiries are being made concerning goods for fall, and in a number of instances good orders have been placed.

* *

The remark of a salesmanager to a buyer overheard the other day throws light on the coopeage situation:

"We can make your shipment if you send us the casks," he said; "otherwise we will have to pack in barrels."

The Buffalo Pottery on June 5th sent a circular to its customers announcing that owing to the large demands of the Government it could take no more orders for semi-porcelain, as the entire pottery would be devoted to vitrified china. The Willow pattern as well as all the open stock patterns will be discontinued. Customers were told that they might send in matching orders to even up stocks if they did so promptly.

EDUCATING CUSTOMERS TO PAY PROMPTLY.

ONE of the hardest problems faced by owners of retail stores all over the country in which charge accounts are given is to find a safe method of speeding up payments on the part of customers who have let themselves get into the "slow pay" class. Executives of these stores, and especially managers of the credit departments, have spent a great deal of time and mental energy in trying to solve that problem.

Probably there have been almost as many solutions as there have been men seeking them, but Joseph B. Auerbach, manager of the department of accounts for Bloomingdale Brothers, of this city, tells a "Times" reporter that he has found the work of stimulating collections, in the comparatively few instances where it is necessary, made much easier by working on the theory that the average customer of the "slow pay" type did not settle his or her account more promptly because the need of this action was not thoroughly understood. Consequently, he began a collection campaign based on the proposition that what was necessary was more explaining and less dunning.

"It is a matter of some hesitation on the part of the average credit manager," he says, "to call the attention of customers whose payments are not as prompt as they should be to what may seem to them like a small matter. But the real importance of this has been driven home to me many times, particularly by the recent experience of a department store in a certain large city, which, after going into bankruptcy a few years ago, was placed under new management, but again failed.

"For more than ten years the owners of this concern tried in every way to overcome the handicap to which they were subjected by many slow pay accounts, tried efficiency methods, and, as a result of all these things, made some progress. Still, they did not see why they were not getting ahead faster—why men no abler than they in other lines of endeavor were forging ahead of them further and further every year.

"Finally, the junior member of the firm met one

of the store's charge customers one day. This woman, while good, was slow pay. She complained to him regarding the continual requests for payment that she was getting from his store. He knew this customer was well able to pay any ordinary household bill, and after talking with her for a while he was impressed with the fact that her attitude was due more than anything else to a lack of understanding of the need for prompt payments. She seemed to feel that, because she was responsible, the store should be perfectly satisfied to wait until she could find it convenient to give the account her attention.

"After considering the matter carefully, he came to the conclusion that there were undoubtedly many others of the store's customers in the same position as this one, and that what was necessary was more explaining and less dunning. Accordingly, letters were thereafter written from the new angle—with startling results. Payments immediately began to come in more promptly, and it took just a short time to bring practically all the accounts down to a prompt monthly settlement basis.

"The point made in these letters was not that the account was overdue, but the important fact that in not settling promptly the customer was making a deduction, although not visibly, from the price of the store's goods. In other words, it was shown that the added cost of carrying the account had to be borne by all the store's customers, including those who paid promptly. The letter asserted the belief that the delinquent customer would not want to do that intentionally and that the store was also sure that the customer would be pleased to know that the situation was set forth so frankly in order that the real need of meeting bills promptly would be appreciated. This appreciation, it was also pointed out, would tend to make the store more truly than ever one of a single-price to all customers."

In order to show that the number of slow accounts was not really as large as thought by the average person, nor as large as might be intimated by the foregoing, Mr. Auerbach said that only three per cent of the accounts that come to his attention take ninety days or longer for settlement.

"These are the accounts of the habitual slow-pay customers," he went on, "and it is these whom we are trying by educational work to get into the prompt-pay division. In this education we explain to them how small our net profits are; and while on this point it may be well to shed a little light on just what the average department store can hope to return on the money invested in it.

"It is a fact that the average store is considered to be doing very well when it makes five per cent net on sales. Many stores clear only one and two per cent. A well-known business publication says that a large store, over a period of seven years, made only 3.1 per cent, and this, it is contended, is typical.

"From this it will be seen that, where a store is

making five per cent, and a charge customer takes two months in which to settle her account, she has actually taken twenty per cent of the store's profits just as much as though she had put her hand into a cash drawer and taken it.

"The policy of this store is to exact under ordinary circumstances strict observance of the monthly settlement terms. Of course, there is reserved a special time privilege for the unfortunate customer who is in need of it; but under ordinary circumstances a close collection policy is pursued, all with the object of keeping cost down to the store and, of course, to the customer. In other words, while there is maintained a financial emergency hospital for the benefit of customers who have suffered reverses, an emergency hospital cannot be expected to take care of chronic cases.

"This we have endeavored to point out in the collection letters which it is necessary to write, and we have endeavored to show more frankly, probably, than the average store does just how beneficial prompt observance of terms is to all concerned. The results that have been obtained under this policy show that we are on the right track."

TO HELP DEVELOP OVERSEAS TRADE.

BECAUSE of present difficulties in conducting foreign business it was thought that American manufacturers would be slow to take advantage of the privilege granted them in the Webb law, permitting combination for export trade. But the passage of this act has been followed by considerable activity among manufacturers of importance, and a great deal of interest has been manifested in the scope of the provisions of the law. While much of this interest has been open and undisguised, it is said that there have been a number of associations formed quietly so as not to hasten similar action on the part of rival groups of manufacturers. These expert associations, or organizations, are being put in readiness now, it is reported, so as to take advantage of the world trade situation the moment peace is declared.

"The leading manufacturers of this country," said one of the highest authorities on foreign trade recently, "will not again go after foreign business in the slipshod, haphazard manner which many of them have relied upon in the past. A great deal of harm has been done to the standing of American merchandise and American methods in other countries by this means, and by firms and individuals who have exploited foreign opportunities with a view only as to how much they could make on a single transaction. This sort of thing has caused no end of complaints in South America especially, and was more prevalent during 1915 and 1916, when our exports showed such a great increase,

due to the European supply being shut off, than it ever was before or has been since.

"While the growth of Government control and regulation of foreign trade is for the time being somewhat curtailing export business, it is also tending to eliminate that element whose interest in foreign trade opportunities was only temporary. Being temporary, this element was by no means constructive and was responsible for the major part of the fault-finding in foreign markets with our goods and our manner of doing business. With these opportunists out of the way, those merchants with the future as well as the present in view will be better able to continue the work of constructive building for the future with few interruptions and setbacks.

"When peace is declared and business is permitted to resume its activities on its own initiative and without interference American manufacturers and exporters will undertake the development of foreign markets with a more intelligent understanding of those markets and their needs than they have ever possessed before. By that time the work, which has already been well started by many organizations and individual manufacturers, of gathering information on the industrial needs of the markets of the world will have been completed. Manu-

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

HELP WANTED.

CUT GLASS SALESMEN. Our representative in the Middle West has been drafted. We are open for an arrangement to have our goods taken as a side or whole line. Same condition exists in the South. We have well-established connections in both of these territories. Address B. D. J. Co., this office.

SITUATIONS WANTED.

A SALESMAN of large experience in the handling of illuminating glassware, fixtures, portables and novelties is open for an engagement from July 1st. Has had factory experience, has traveled extensively, and has also acted as salesmanager. Address EXCEL, this office.

FOR SALE.

STORE AND LONG LEASE. \$20,000 STOCK. CLEAN, SALABLE CHINA, HOUSEFURNISHINGS, DRUGGISTS' SUNDRIES. THE MOST ATTRACTIVE CHINA STORE IN THE U. S. DOING BUSINESS WITH OVER 300 FACTORIES AND GREAT GOVERNMENT INTERESTS. RAIL AND RIVER TRANSPORTATION. DELIGHTFUL CLIMATE AND ENTERPRISING PEOPLE.

EDWARD A. ABBOTT, CHATTANOOGA, TENN.

FOR SALE—Small pottery making semi-porcelain hotel ware. Plant is fully equipped and in operation. Price is right, and satisfactory terms can be arranged. Address "POTTERY" care of this office.

facturers, therefore, will be able to offer for sale in these markets not merchandise which they think will be suited or should be suited to the local needs, but merchandise which they know will meet the requirements in a given market. And where it is necessary, as it is in some parts of the world, for the consignee to take his goods from the coast to the interior by mule-back, manufacturers will know better than to pack the goods in large cases which cannot be so transported. These sound like the most elementary facts in the knowledge which exporters should possess of the markets they are to cover, but they nevertheless were not known before by many who professed to be exporters.

"It seems to be a practical certainty that the campaign for world trade following a final settlement of the war will be no less skillfully and carefully conducted than are military campaigns of to-day. The most effective methods of concentrated development of markets will be employed as insistently and persistently as are high explosive and gas shells now on the western front. The individual, the firm or the country which relies, even in part, for its share of the world's commerce on occasional business picked up in the form of trade opportunities will very soon find itself, so far as foreign trade is concerned, out in the cold.

"The various methods of intensive sales promotion which are employed in this country so successfully by our large manufacturers must be worked out in foreign markets with such minor variations as the differing conditions may suggest. Foreign fields must be developed and made to produce their quota of business just as a territory is worked up here. A demand must be created not only from the dealer, but from the people, so that the dealer will be able to sell his stocks. Campaigns with these ends in view which are more extensive and comprehensive than anything of the sort that has ever been done before are now being planned in several quarters, and will undoubtedly be taken up by many others. I believe that this country is developing gradually into an exporting nation."

AMERICAN DOLL IN FRANCE.

SOME time ago we published an item to the effect that a little French girl about eight years old who hung about the Salvation Army quarters somewhere in France one day appeared with a bundle of dirty rags tied around with a string to make a doll. An attempt to buy a real doll for her met with no success, and one was sent from New York.

Capt. Ethel Renton, who is at the head of the clerical force of the Salvation Army at that point, is now here on a special mission and says that its receipt was the occasion for much excitement. Nothing as splendid had ever been seen in that neighborhood, and the

peasants came from miles around to see it. The doll in its fine clothes was too precious to be played with; so it was enshrined on the mantelpiece of the tumble-down cottage. Occasionally the child is allowed to hold it in her lap for a few minutes, the old grandmother with whom she lives standing guard and admonishing her not to drop it.

If anything should happen to that doll the whole village would go into mourning.

BEAUTY OUTVALUES UTILITY.

A MAN with plenty of money was heard to say: "Among war economies I have stopped buying flowers." That is a foolish war economy, says the Washington "Times." Flowers are to the spirit what heat is to the body. The spirit is more important than the body. Better save some coal in your furnace and put the money into flowers that will make your children happy, bring spiritual light into your household, and give your wife one fewer cause for regret that she married you.

WE MAKE ESSENTIALS.

The Sterling China Co.,

Wellsville, Ohio,

MAKERS OF

VITRIFIED HOTEL CHINA.

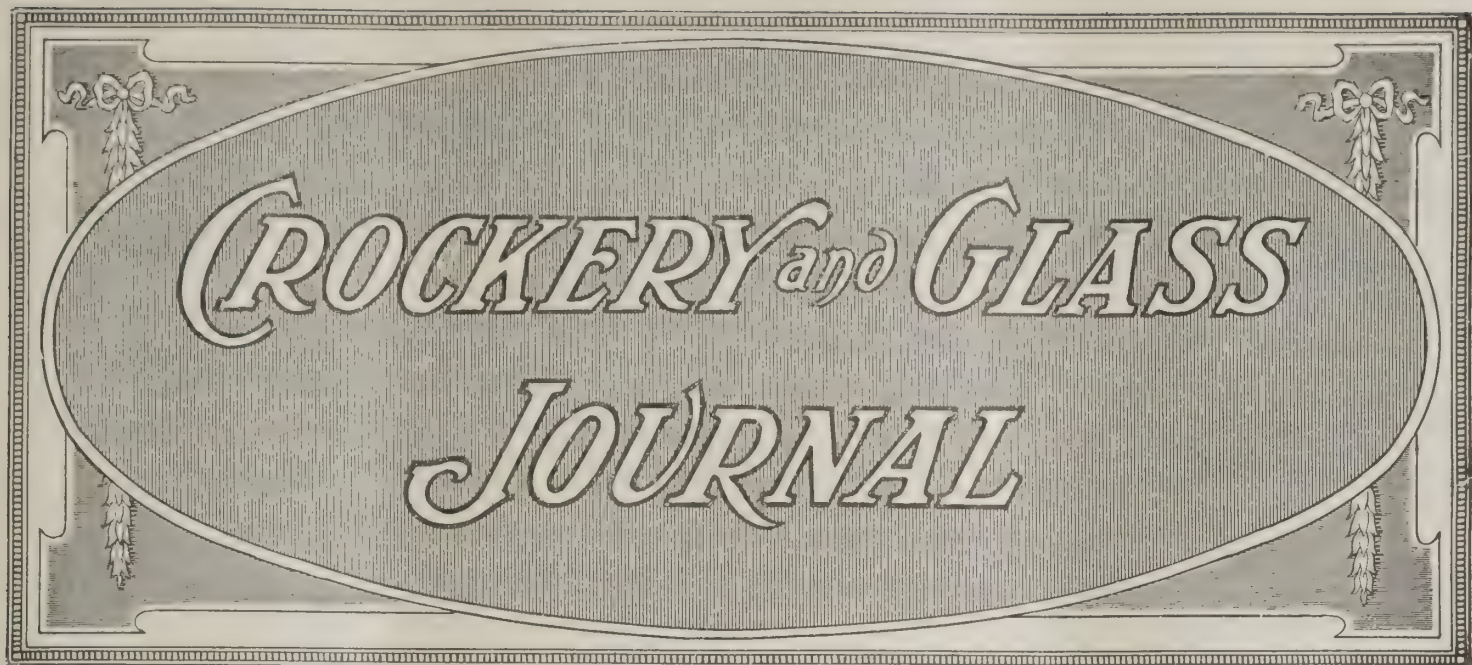
Cups, Saucers, Dairy Mugs, Bowls, Bakers, Cream Pitchers, Individual Butters, etc.

All sales made through the

F. F. DeBOLT COMPANY,

EAST LIVERPOOL, O.

(Mail or telegraph inquiries for all lines of pottery and glass promptly attended to.)



NEW YORK, JUNE 20, 1918.

CONDITION OF TRADE.



New York While no startlingly large orders have been placed since our last report, there has been an increased inquiry for many lines of goods. Canadian visitors have helped out a little, and a few faraway buyers have placed some business. The nearby trade have been seeking small lots. So, while no big trading was done, there was a little more animation among the importers.

The agents for domestic pottery concerns have constant inquiries, and could dispose of more than they do if they had the goods to sell. Their greatest task at present is answering inquiries as to why shipments are not made. All they can say is that they will write to the factories, and all the factories can say is that they are doing the best they can. Buyers ought to realize by this time that the potteries are short of men, material and fuel, added to which is the fact that the Government is taking immense quantities of white ware, and naturally this business must be taken care of first. The factories can only produce about seventy-five to eighty per cent of capacity owing to shortage of labor, and just what proportion of this the Government takes is hard to say; but a safe guess would be close on to fifty per cent. We know that it takes sixty per cent of the vitrified china. This leaves only a relatively small amount to go to the decorating shops.

A rise in the price of glassware would not be at all surprising. The coming advance of twenty-five per cent on freight will make a big difference, added to the en-

hanced cost of raw materials, and there are rumors that the workmen will want more money. It has leaked out that the glassworkers will demand a fifty per cent raise in wages when the conference is held at Atlantic City in July. If they insist, the manufacturers might as well go out of business. The potters have an agreement to work at present wages until October. But last year a like agreement did not prevent them from asking for more money when they thought the time was opportune.

The glass situation has not changed much since last week. There is a demand for staples, and some specialties are in good request; on other lines the movement is slow. Some call is made for articles of a special nature not used by the regular trade. The demand for jelly tumblers and fruit jars is far in excess of the supply, and likely to grow rather than diminish.

Retail trade in New York is not very brisk. It has improved a little in nearby towns, and in the interior is fairly normal. Around munition of centers it keeps up as good as ever. Outside of the larger cities, both East and West, business is fairly good. In the Far West it is also good, and in the South excellent. The seaside business so far has been a little disappointing. The cool weather has been against business at both shore and country resorts. But the "season" has not really opened yet. The schools close late this year, and the exodus to summer resorts will not be in full force until the very last of the month.

Pittsburgh and Vicinity The freight situation shows an improvement, and more points are open for shipping from this division point. Packers' goods continue in heavy demand, and in many instances three months' advance business is on file. High grade glassware has some movement, but not a great deal.

East Liverpool and Vicinity Considerable new business was booked by the manufacturing pot- ters in this locality during the week, visiting buyers having been es- pecially numerous, and in a number of instances leaving very liberal orders for future delivery.

SALES OF WAR SAVING STAMPS.

THE total sales of War Saving Stamps by the crock- ery, glass and allied trades to date, according to the report furnished us, is as follows:

	W. S. Stamps	Thrift Stamps	Total Value
Edward B. Dickinson.....	12	214	\$102.29
Frank & Danziger, Inc. ..	9	10	39 85
A. J. Fondeville & Co.....	9	232	95.37
Edward Boote.....	64	823	513.13
B. Shackman & Co.....	53	727	401.70
Lowenfels & Co.....	22	968	333.52
Chas. M. Levy.....	3	100	37.45
Pairpoint Corporation.....	20	485	221.25
Strobel & Wilken Co.....			6,545.73
Wallach-Behrend Co.....			126.50
Tashjian Bros.....		45	11.25
Takito, Ogawa & Co.		752	188 00
Le Roy T. Pease.....	30	280	194.62
L D Bloch & Co.....	46	713	369.15
Leo Schlesinger Co.....			1,513.50
The Herbert Co.....	9	947	274.10
Bissell Carpet Sweeper Co.	9	60	52 35
J. H. Venon, Inc.....	66	236	332 90
U. S. Glass Co.....	69	944	522.35
C. Dorflinger & Sons.....	15	120	92.25
K. J. Okajima.....		193	48.25
George H. Kamoï.....	221		919.36
Higgins & Seiter, Inc.	241	493	1,125.81
Fensterer & Ruhe.....	45	587	333.50
John L. Garvey.....	6	150	62.40
Edw. D. Soule.		431	107.75
Gudeman & Co.....	5	221	76.00
Fostoria Glass Co.	40	52	179.00
Ko Kozai.....		42	10.50
Theo. Haviland.....	22	36	100.30
L. Straus & Sons.....	205	876	1,071.80
Lazarus & Rosenfeld.....	131	2660	1,208.81
Herman C. Kupper.....	287	469	1,552.25
B. Illfelder & Co.....	1	37	13.40
Empire China Works.....	71	851	508.11
B. Strasberger.....	41	396	269.42
Ed. Williamson.....	10	110	68.66

	W. S. Stamps	Thrift Stamps	Total Value
F. A. O. Schwarz.....	52	923	\$ 446.25
Steinfeld Bros.....	9	35	46.10
J. Wedgwood & Sons.....	36	261	207.84
Wimelbacher & Rice..	8	42	43.70
Morimura Bros.....	154	5137	1,924.44
Geo. Borgfeldt & Co.	204	1347	1,187.43
Wm. H. Plummer & Co....	8	114	61.86
John Simmons & Co.....	27	288	184.05
E. I. Horsman Co	45	243	247.50
Wm Dougherty.....	24	144	135.60
Vogt & Dose.....	1	218	58.65
S. Birens.....		6	1.50
Calumet Mfg. Co.....	26	100	132.92
Jas. S. Barron Co.....	34	86	162.60
H. G. McFadden & Co.	150	100	647.50
Lee B. Lok.....	19		79.04
G. W. Wineberg....	37		154.29
James M. Shaw & Co.....	42	336	257.77
Manhattan Enamel WareCo			90.29
			\$ 25,716.93

Concerns in the trade whose names do not appear on the above list, and who are willing to co-operate with the Government in the sale of War Savings Stamps, are asked to communicate with the chairman of the division, Lee Kohns, 42 Warren street, and he will be glad to enroll them as selling agents. Any who are already selling stamps, but are not reporting the sales, are hereby requested to send a weekly report to Mr. Kohns, so that the CROCKERY AND GLASS JOURNAL may publish the returns.

BUSINESS BRIEFS.

Fire caused damage 'estimated at over \$100,000 in the new Metropolitan Five to Twenty-Five Cent Store, Pittsburgh, last Friday morning.

The Triangle Toys Corporation, Manhattan, has been incorporated with a capital of \$78,750 by M. Stu- art, S. I. Hepner, and L. H. Kirk.

The J. H. Miller china and glass business at Hunt- ington, W. Va., has been consolidated with the Hunt- ington Paper and Woodenware Co., and hereafter the business will be operated under the latter name. The usual extensive stocks of china and glass will continue to be carried.

E. & J. Bass, Inc., manufacturers of novelties in silver-plated ware, silver deposit, etc., 610-618 Broad- way, have purchased the entire stock of candlesticks and enamel goods, together with the tools, dies, etc., used in the manufacture of same, from the Metal Pro- ducts Corporation, Providence, R. I. This concern had a large number of retailers and jobbers on its books whose orders will now be filled by the Bass firm.

Illuminating Devices.

Hanging, Stand and Portable Lamps; Light-
ing Glassware, Indirect and semi-indirect;
Domes, Shades, etc.

THE rapid growth of Takito, Ogawa & Co.'s business is evidence that its goods find favor with buyers. Their latest achievement in the lamp and shade line is a very meritorious one. The wood bases are absolutely novel in shape and decorative treatment, and the shades, both silk and parchment, are as different from the ordinary as the most discriminating could wish. In the latter a new raised enamel decoration is employed, together with a transparent effect that makes the designs stand out in bold relief. An interesting feature of the line is its frequent additions, every week bringing new creations. An assortment of plain mahogany finished bases has also just arrived from the factory. The attractiveness and exceptional values of both lines easily place them in the class of "leaders." Go and see them at the concern's showroom, 101 Fifth avenue.

A refreshingly different idea in illuminating glassware is shown in the semi-indirect bowl illustrated



above. As is quite apparent, it is designed along abso-

lutely new lines. This is one of the efforts of the Phoenix Glass Co. and may be seen at their local salesroom, 230 Fifth avenue.

The Maibrunn Co., 40 East Nineteenth street, have good reason for feeling proud of the line just completed for the forthcoming buying season, for the new goods surpass anything they have yet produced. One of the novelties is a semi-indirect shade made up in a two-color scheme of old gold and blue that is very charming and artistic. It has the effect of a shade within a shade, diffusing a soft, restful light. They are also showing some very attractive items in portables, from the floor size down to the smallest, and among them will be found some excellent new finishes.

The retirement last week of H. Ungar from the Robichek Co., 878 Broadway, has resulted in the induction to the business of Albert Huybrechts, who succeeds him as vice-president and treasurer. The latter is a gentleman of wide business experience, being a member of one of the most successful embroidery concerns in the city. The capitalization of the lamp concern has been increased from \$2,000 to \$22,000 (fully paid), which will admit of the necessary expansion due to the constantly-increasing business. Rudolph Robichek, who is responsible for the beautiful designs turned out by the firm, remains as president.

The simplicity of style adopted in most of the new numbers produced by the Bradley & Hubbard Mfg. Co. gives them a dignity and elegance that attracts immediate attention, while the artistic finishes show an absence of those bright, gaudy effects so distasteful to the buyer of the better grades of lamps. Another feature that will meet with a welcome reception is a new style of decorated glass in the shades, resulting in a soft and yet more efficient light. The concern has also brought out a number of pleasing styles in parchment shades.

GLAD TO BE THERE.

THE office force of J. H. Venon in New York received the following letter last Friday from the head of the house. As it gives an intimate account of Captain Venon's activities, it will be read with interest by his many friends in the trade:

SOMEWHERE IN FRANCE, May 19, 1918.

You are right. War changes a man, and small trifles do not worry him any more. It is also quite a change to have to take orders from others after having given them for so long; but it is part of the game and easy to get used to it. How often I would like to discuss some of the orders I receive, but have no chance to do it. Still, in the Red Cross service one can show his worth. So start at the bottom is the rule, and as I was told when I came here, "You must make your own job." So I cast my eyes around, and in such a huge organization, with no pull myself, and so many who had it, I had to start to make good by showing a desire to serve in any capacity so long as I really helped. In my errands all over France nearly all the time to straighten out difficult situations the knowledge of the country and the language was a great help, as, unfortunately, so many people were sent here who ignored both.

Now I am asked to be director of construction for a whole zone and at the same time to do the "liaison" work with the French authorities. It means great responsibility to place contracts, etc., involving a lot of money, but also a chance to do lots of good work, first saving all the money I can to the Red Cross, perhaps hundreds of thousands of dollars, and providing for the comfort, health and recreation of our American soldier boys. So it is for Sammy that I work, and I am glad of it. Of course it does not make much difference what we do, either with one or the other army. We are all allies now; the French are part of the American army, we could almost say, and the Americans are also blended with the French army.

My duties put me in constant contact with American commanding officers and other officers, aviation camps, hospital camps, etc. I go around in all sorts of conveyances—railroad, autos, trucks, big and small, ambulance cars. I also see the French officers, French officials of all kinds, such as governors, mayors, station masters. No more interesting work could be found, and then I have the privilege of doing the nicest work one wearing Uncle Sam's clothes on the soil of France can do. It is to have a thousand opportunities to make the U. S. A. loved by all the people here, a kiss to a little child, a pack of cigarettes to a poilu, to try and find a job for a refugee from devastated countries, to discover a poor sick wife or mother and get her the help she wants, to travel in railroad cars and cheer up the morale of the people if they feel down-hearted, to explain to them what we are in the war for, to tell them to be patient a little bit more and we will give them the victory they want—all that is the fine work that we, knowing both language and country, can do, and I am doing it to my heart's content.

Last week I spent five days at one of the base hospitals where the unit is from our neighbor the New York Hospital. I had a fine time with all the doctors, who were very nice. I took my lunches at the officers' mess. I had some nice white bread, and, just think! I could have some real corn beef hash, which I had not tasted since I left home. I did all sorts of things, from getting permission of the natives to allow the convalescents to fish from the banks of the river on their grounds, to renting a field for baseball purposes, went around to the wards to cheer up the French wounded from the Somme, and then closed a deal on which I

saved nearly ten thousand dollars to the Red Cross after a lot of shopping and bargaining. Then I went to the aviation camp nearby and had a delightful time with American, French and Portuguese aviators. The latter are nice chaps, whom I have learned to know.

I spent part of my evenings, with some officer friends, with a French family, where we had lovely music and delightful people with the refined bringing up that you find among the families of French officers.

And now I am resting at my aunt's place to day. I am writing you in the garden, in a beautiful spot shaded by shrubbery and tall trees. The birds are singing as they can only sing in France, the garden is full of flowers, and I am trying to forget the legless, the armless, the ones gasping because the Huns attacked them with mustard gas, the most horrible Boche invention. I have read President Wilson's message to France on the eve of the expected new German offensive, and how proud I am to be an American, that our country is in the war, and that I am myself in the game! It is only when I am at peace, like to-day, when all is quiet around me, that I can take up all I have seen and thank God that we are to-day perhaps the most respected nation in the world.

You know how I have felt since 1914 on this war question. Perhaps at times you thought that I was rabid. To day you think as I do, and you know that I am right, and was right four years ago.

The greatest punishment for the Huns after the war will be to find out that the world has discovered what they are. They will remain eternally the hated race.

I am glad to read in the papers how everybody seems to be in earnest at home. The French people greatly appreciated the reception given to the Blue Devils. I also was gratified to see the great success of the Liberty Loan, and hope that the Red Cross drive will do as well as the last time. War is a great money-eater, and the man who can help and refuses to dig in his pockets should be unfit to associate with by all good Americans. We can all afford to be broke when this war is over; but we shall not become Germans; we will have plenty of time to make money afterwards. Now is the time to give our all if necessary to win the fight.

J. H. VENON.

SALESMEN, TAKE NOTICE!

THE Federal Trade Commission has ordered the cessation of the practice of giving gratuities of money, meals and entertainment to employees of customers or prospective customers in an effort to obtain business. This, the Commission says, is nothing more nor less than "commercial bribery."

GERMAN TRADE TRICK FOILED.

ABOUT a month ago we published the statement that the Dresden and Meissen porcelain manufacturers, no longer able to procure the necessary gold used in decorations, were arranging to have the ware finished in Denmark and export it under the guise of Danish merchandise. Advices from Washington this week are to the effect that our Government is "on" to the trick and the authorities have taken measures to prevent the goods from reaching this country.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Glass manufacturers are looking at the labor situation squarely and are taking measures for the protection of the industry in the future. One large plant in the West Virginia district has posted a notice about the factory urging employees within the draft age to secure other employment. By this method the manufacturers will be in a position to complete the organization of a force that will not be hampered through draft calls and at the same time give those of its male employees within the draft age an opportunity to take employment in factories making war materials. At present every draft call causes a reduction in forces and a consequent lessening of production.

Glassware is now being shipped to Cincinnati by the river route in good volume, Ohio river manufacturers forwarding barrels of ware to this point to be packed in cars and sent on to Eastern customers. Two additional boats are to be placed in the river service within a few weeks, according to present plans.

Buyers visiting this market included Leo Arnstein, for Schuster & Co., Milwaukee; Mr. Ach, of Canby, Ach & Canby, Dayton, O.; Mr. McClure, of the McClure Syndicate, Atlanta, Ga.; Mortimer Schwarz, with the Golden Rule, Milwaukee.

Salesmen who have returned from their regular trips report that on account of the approach of the inventory season the merchandise men in department stores are not allowing orders to go through unless the goods are positively necessary. Jobbers, however, are rather liberal in placing specifications for staples and seasonable items.

Announcement was made June 14 by the Pittsburgh and Lake Erie Railroad Co. here that embargoes to many points on its connecting lines—the Western Maryland, operating into the Baltimore territory on the east, and the New York Central, operating both east and west from Youngstown, O. had been cancelled, and much glassware was started forward. Some factories made up cars themselves, and the railroad per-

mitted them to go through without being gone over at terminal points. Western shipping is now in good shape, and improvement is reported in Southern forwarding.

Clyde Hartman, Southern salesman for the United States Glass Co., together with four other young men from the general offices of the company, leaves for Camp Lee, Va., next week. Probably twenty-five or more from the different factories of this company will also leave for camp soon.

Housefurnishing buyers are anticipating their fall and winter requirements by sending in liberal orders for the 'Success' oil heaters of the Pittsburgh Lamp, Brass and Glass Co. This item, which was introduced by the company last winter, has proved very popular among country buyers.

Further advances in manufacturing costs, coupled with a reduction in production, have caused a change to be made in the selling lists of both tank and pot pressed items. Where these goods were sold under a discount formerly, prices are now said to be list. The demand, however, continues active for all such lines.

Orders for hotel and common tumblers are such that many factories making these lines are crowded to the utmost, and it is impossible to guarantee deliveries. The business is being accepted with the understanding that shipments will be made as early as possible, but on no other condition.

Ralph Haley, formerly identified with the city sales department of the United States Glass Co., and a son of Reuben Haley, assistant to President M. G. Bryce, has been advanced to the rank of ensign. He enlisted in the navy early last year.



The Wellington Glass Co. has recently installed a large tank furnace and gas producer, and is turning out great quantities of high grade glass, particularly in goods for lighting purposes.

AT CHICAGO.

BUSINESS has continued good during the past week. Many orders are being placed, and of substantial size, making the total volume heavy. The factories are meeting with indifferent success in their efforts to fill these orders, however, and in many instances are forced to cut down the amounts, or, at the best, postpone the shipment of balances. Buyers are anticipating their wants as best they can, although this is a difficult task under present circumstances.

* *

The demand for staple glassware is good, and with higher prices predicted the buyers are seeking to lay in surplus stocks. There is a great dearth of cheap lines.

* *

The lack of low-priced dinnerware and white goods is being severely felt in the department stores.

* *

W. T. Darden, who broke his arm last week, has not allowed his injury to keep him away from business, but has been at his office every day since the accident. The fracture is mending in a satisfactory manner.

* *

Leo Arnstein, buyer for Ed. Schuster & Co., Milwaukee, who was in the city on a buying trip last week, said that he is having the best year of his career.

* *

Otto Heinz, of the Cut Glass Specialty Co., St. Charles, Ill., which does cutting for a number of small manufacturers here, says he is having much trouble in getting blanks.

* *

B. H. Palmer, who travels out of the Chicago office of the United States Glass Co., is spending a few days here after finishing a month's trip on the road.

* *

The local department stores are running out of many items in crockery ware, and are finding it impossible to replace them. Customers are told that they are not likely to be in stock until the war is over.

* *

F. A. Hallgren, of the hotel department of Albert Pick & Co., is expected home in a few days from a trip to the Pacific Coast, on which he has been gone for more than six weeks.

* *

A. H. McAnulty, of the McAnulty Co., has returned from a trip among the factories he represents here.

* *

Charles Patterson, buyer of china and glassware for Carson, Pirie, Scott & Co., has returned to the city after spending a few days at his farm near Jackson, Mich.

* *

A \$10,000 order for cut glass for premium use was placed here last week with the representative of a well-known cut glass manufacturer. The order included

comparatively few items, but ran heavily on all of them.

* *

The State Street Business Men's Association is holding frequent meetings for the sake of determining how expense of operation can be cut down, and it is likely that the next few weeks will see some radical changes in the conduct of certain of the large stores here. One of the first things to be altered will be in the matter of deliveries. It is recognized that thousands of dollars could be saved if the department stores had a union delivery system. While efforts in this direction have been made in the past, they have been unproductive of results, owing to the fact that the stores have been unable to agree on the sort of system to be used. The use of girl elevator operators is being slowly put into effect by all the stores. The matter of curtailing advertising was brought up at one of the meetings last week, but the merchandise managers, after some discussion, decided that this would not be done. Certain departments are to be simplified by dropping lines which do not sell well.

* *

Mandel Bros.' china and glass department has lost many efficient male clerks on account of the war, and John Ling, the manager, says that their places are not being filled. It is expected that those who stay behind will take care of their work, and by this means their places will be open for them when they return from the war. Every employee of Mandel Bros. who goes to the war will be given his old position regardless of physical mishap in battle.

* *

John Jacklin, who conducts the crockery and glass department for Harris, Emery & Stone, Des Moines, Ia., was a visitor in the city last week.

DON'T LET UP!

THERE were a thousand reasons advanced during the last Liberty Loan campaign why everyone should subscribe and induce others to do likewise; and there was not a reason advanced at that time that does not apply with just as much force to the purchase of War Savings Stamps now.

Someone may say, "But I've bought stamps until I'm almost broke," and they may really feel that they have a valid reason for not buying more; but people who talk like that have failed to grasp the significance of the situation. Such people do not stop to consider their sacrifices as compared to the sacrifices that are being made daily, hourly, by the young men of America who are on the firing line in Europe.

There really should be no need to plead with anyone to buy stamps, and thus have a part, though a small one, in the greatest movement in the history of

man. Every individual should consider this not alone a duty, but a great privilege.

Now, viewing the matter from another angle, divesting the question of all sentiment, patriotism and obligation, let us consider it as a matter of dollars and cents. Let us remember right at the start that we are not giving; we are receiving. We lend on the best security in the world, and in five years the loan is returned with interest. But that is not all. Let us also remember that after peace has been restored and conditions return to normal the purchasing value of the dollar will be greater by far than it is now, so that every dollar saved now will doubtless do the work of two or more in a few years.

WILL NOT PROTEST INCREASED FREIGHT RATE.

THE Merchants' Association has decided to enter no protest against the increase of twenty-five per cent in freight rates ordered by Director of Railroads McAdoo. This action was taken because of the view of the Association that all burdens which the Government deems it necessary to impose for the purpose of winning the war should be borne cheerfully.

The report submitted by the Committee on Transportation is as follows:

"It is the view of the Transportation Committee that the most pressing matter before the country to-day is the winning of the war; and for the winning of the war there is the urgent need of providing adequate transportation, which apparently can only be accomplished by extending to the carriers additional revenue to meet the increased costs of operation. It is therefore the recommendation of the Transportation Committee that the Merchants' Association of New York by reason of existing conditions do not formally protest General Order No. 28; that while the new adjustment of rates cannot prove satisfactory to the shippers and receivers at New York and will place undue burdens upon our commerce, readjustments based upon established differentials, the removal of discriminations and inconsistent rate adjustments should be sought through the freight traffic committees appointed by the Director General of Railroads for the purpose of considering such petitions.

"The Transportation Committee also recommends that shippers at once place their applications or suggestions before the proper railroad administration committee for attention, advising the Traffic Bureau of the Association with respect thereto."

The following committees have been appointed by Mr. McAdoo to deal with traffic matters in their respective territories:

- Freight traffic committee, Eastern territory, B. Campbell, chairman, 143 Liberty street, New York.
- Trunk line district freight committee, H. G. Burnett, chairman, 143 Liberty street, New York.
- New England district freight committee, L. H. Kentfield, chairman, South Station, Boston.
- Central district freight committee, C. J. Brister, chairman, Transportation Building, Chicago.

- Eastern district coal and coke committee, E. B. Crosley, chairman, Reading terminal, Philadelphia
- Central district coal and coke committee, J. C. Venning, chairman, Pennsylvania station, Pittsburgh.

THE TRADE'S GOLFERS.

THIRTEEN players were on hand to enjoy the game at the Scarsdale Golf and Country Club, Hartsdale, N. Y., last Thursday when members of the Pottery, Glass and Brass Golf Association gathered for the June tournament. President Eugene H. Peck was, as usual, perfectly at home in the role of host, and contributed much to the day's enjoyment.

Mr. Peck carried off the honors among the Class A men with a score of 164. Wm. S. Pitcairn had the next best with a total of 167.

A new player with the Association was A. W. Mackensie, with Meakin & Ridgway, who made his presence felt by making the best Class B score—176 for the thirty six holes.

The beautiful little lake that adds so much to the picturesqueness of the course is still there, and was the cause of just as many furrowed brows as ever, a number of misdirected balls finding their last resting place in the water.

Albert Jassmann, buyer for Meier & Frank, Portland, Ore., was one of the galleryites, together with John Nixon, "Tom" Shotton, Charles A. Weidemann and Howard R. Handy.

MORNING ROUND.

Class	out	in	gross	hdcp	net
A Owen, L. S.....	57	48	105	7	98
A La Pierre, F.....	45	53	98	0	98
A Pitcairn, W. S....	47	49	96	7	89
A Hinman, L. S....	59	54	113	12	101
B MacKensie, A. W..	54	54	108	17	91
B Hamilton, G.....	48	55	103	17	86
B Jones, T. G.....	64	66	130	25	105
B Hines, J. J.....	69	67	138	35	103
A Peck, E. H.....	44	46	90	7	83
A Dithridge, J. D..	52	49	101	7	94
B Dodson, C. A....	63	60	123	14	109
A Miller, J. M.....	47	48	95	2	93
A Miller, R.....	55	59	114	15	99

AFTERNOON ROUND.

Class	out	in	gross	hdcp	net	Total
A Owen, L. S.....	45	46	91	7	84	182
A La Pierre, F.....	46	42	88	0	88	186
A Pitcairn, W. S....	42	43	85	7	78	167
A Hinman, L. S....	52	50	102	12	90	191
B MacKensie, A. W..	48	54	102	17	85	176
B Hamilton, G.....	56	56	112	17	95	181
B Jones, T. G.....	61	66	127	25	102	207
B Hines, J. J.....	65	60	125	35	90	193
A Peck, E. H.....	44	44	88	7	81	164
A Dithridge, J. D..	48	53	101	7	94	188
B Dodson, C. A....	54	56	110	14	96	205
A Miller, J. M.....	45	46	91	2	89	182
A Miller, R.....	60	58	118	15	103	202

FOUNDED IN 1874.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JUNE 20, 1918.

TWO reforms have lately been instituted in some of the city's department stores. One curtails deliveries, and the other proposes to bill all goods bought during a month at the beginning of the succeeding month. It has been the custom to carry over the bills contracted in the last few days of any one month to the first of the month following the next. That is, goods bought after June 20 would be billed August 1. It is now proposed to bill them July 1. In our opinion the change will not make much difference—particularly in the case of their rich or well-to-do customers. These will continue to pay when they get good and ready, as they always have done.

JUST A SUGGESTION.

THE salesmen in many of the wholesale establishments, particularly those dealing in imported goods, have hardly anything to do these days, and time hangs heavily on their hands. They are necessary to the business, however, and while not actively engaged just now will be called upon in the early fall to resume their usual vocations. Conscientious men do not feel comfortable drawing pay under such circumstances, and to have them about doing nothing cannot fail to be irritating to their employers.

Our suggestion is this: Arrange matters so that there will always be one or more in the wareroom or office, and let the others stay at home. They might al-

ternate weekly during July and August, or until such time as their services are needed.

We believe that everybody would feel easier in mind. The men would be with their families, taking short trips or otherwise enjoying themselves; the employers would not be annoyed by seeing them hanging around killing time. Business would not suffer, because there would be force enough on hand to take care of anything that might come up. Think it over!

PERSONAL.

WHEN adults get the mumps it usually goes hard with them, as B. Lilienthal, of Atlanta, Ga. who was in New York two weeks ago intending to make a long visit, found out when he was suddenly taken with the malady; and he returned home as fast as the train could take him. Mumps are generally regarded as a sort of joke—when the other fellow has them. The sufferer, however, fails to see where the humor lies, and in this case is a very sick man, according to a letter recently received here.



W. S. Creveling, salesman for the Guernsey Earthenware Co., who is in town on his annual vacation, reports a wonderful business for the year. Time deals gently with him, and he continues to take on weight. Just now he tips the beam at 190. Otherwise he is the same old Creveling.



Horace C. Gray, who returned last Friday from a circuit of various factories he represents, said that considering the difficulties under which they are laboring conditions might be worse than they are.



In a letter to A. P. Doctor, "Dave" Magee, until recently buyer for Martin & Naylor, Gloversville, N. Y., and now a real farmer at Amsterdam, N. Y., says he has settled down to the hardest kind of work, but that he enjoys every minute of it.



Sherwood Craig Preston, formerly salesmanager for the Soy Kee Co., will establish himself this week at 225 Fifth avenue as representative of a number of prominent lines in oriental and domestic wares. With his experience in handling merchandise of this character, during which time he has built up an extensive following among buyers all over the country, his success seems assured.



E. A. Unger returned on Friday from a trip to the plant of the East Liverpool Potteries Co in the Ceramic City. He says the potters are still hampered by the

twin handicaps—lack of men and the Eastern embargo on less than carload lots.



Charles H. Taylor devoted last week to making a trip to the factories of the H. C. Fry Glass Co., Rochester, Pa., and the S. A. Weller plant at Zanesville, O., both of which he represents in New York. Owing to his long absence in the South, this was the first opportunity he has had to confer with the factory heads in many months.



Miss Ella Brennan is in town buying for Rothchild & Co., Chicago. Everybody is glad to see her every time she comes.



Homer J. Taylor, president of the Knowles, Taylor & Knowles Co., East Liverpool, and O. H. Sebring, head of the French China Co., Sebring, O., made a visit to New York together on Monday and Tuesday. Their trip was principally to talk local conditions over with their representatives here and incidentally to seek a short respite from the strain of business cares which the present busy times entail.



George Hobbs, of the T. Eaton Co., Winnipeg, Canada, is in the city buying.



William A. Wood, salesmanager of the United States Glass Co.'s factory K, was a visitor at the New York office the early part of this week, talking things over with Ed. Craig, local representative.



James Colgan and S. F. Pielow left this week for Bar Harbor to open and conduct the summer store of Ovington Bros. at that resort. Edward Parker and William Powers, jr., started at the same time for Magnolia, Mass., where they will have charge of another shop.



S. Nordlinger, of S. Nordlinger & Son, Los Angeles, is in town on a buying trip.



Oliver Phillips, who has been here buying for Stix, Baer & Fuller, St. Louis, left for home on Wednesday. He said he has had little trouble about getting goods, and has kept his stock up very comfortably.



Wm. Junor, of Toronto, Canada, made a flying trip to New York the latter part of last week.



Carl E. Wilson, who has acted as Boston agent for the Robicheck Co.'s line of lamps and shades, will no longer represent the concern there. Their only salesroom now is at the New York headquarters, 878 Broad-

way. A. Abrams, traveler for the company, left on Tuesday for a trip that will take in the most important points in New England, ending at Boston, where he will arrange to dispose of Mr. Wilson's sample line.



Capt. J. H. Venon writes that he has been advanced to the charge of an entire zone of the Red Cross division in France, where he will look after construction and a lot of other things.



J. C. Hammond, who is taking a little vacation from his duties with the Parmelee-Dohrman Co., Los Angeles, arrived in New York on Friday of last week.



Ferd. Hollweg and Mr. Schneider, of the Mutual China Co., Indianapolis, were visitors to New York late last week.



Henry Saul, of the Saul Mfg. Co., is expected home on Saturday after completing a trip through Albert Rehberger's territory in New York and Pennsylvania. The latter has not sufficiently recovered from his recent illness to go on the road.



J. H. Harris arrived in town on Tuesday to place orders for the Kaufman Department Store, Pittsburgh.



Joseph E. McCauley, for the past six years salesman for Thos. G. Jones, has engaged with the hotel and restaurant supply house of O'Beirne Bros. & Lyons, Inc., for whom he will call on the trade in the metropolitan territory. "Mack" knows the china and glassware business from the bottom up, and should prove a valuable acquisition to the concern's staff. He assumed his new duties on Monday.



J. W. Morehouse and J. P. Nowell, with the May Co., Cleveland, are in town, and W. Peters is expected on Monday.



Robert D. Miller is expecting notification to report for duty at any time now, having enlisted this week for naval service at the Pelham Bay training camp. He has been given the rank of first-class seaman—an advantageous start towards getting a commission, and which "Bob's" many friends in the trade predict he will not be long in obtaining. He is the third son of John J., and has been connected with Maddock & Miller for the past three years.



Emil C. Bronnum, who acts as American traveling representative for the Royal Copenhagen Porcelain Co., is here from the factory. This is his first visit in a long while. Owing to abnormal conditions created by

the war he has been unable to keep up his regular trips to this country. He will not make his usual tour of the States this time, and expects to return to Denmark by the next steamer.



John Boston, with The Famous & Barr Co., St. Louis, arrived in New York on Monday.



Eugene Blum, with the Burley & Tyrrell Co., Chicago, came into New York on Tuesday "just to look the situation over," and was scheduled to leave for Philadelphia, Baltimore and Washington on Friday. He makes this excursion about twice a year.



Other buyers in town included H. Claus, for L. A. Witherill, Syracuse; A. A. Brenton, for Shartenberg & Robinson, New Haven; C. H. Clark, for Howland D. G. Co., Bridgeport; S. H. Michalove, for National Mercantile Asheville, N. C.; J. W. Waldorf, for Hochschild, Kohn & Co., Baltimore.

WAR SAVINGS RALLY.

A MEETING of the Crockery, Glass and Allied Trades Division of the War Savings Stamps drive was held at 51 Chambers street on Tuesday in response to a call issued by the chairman, Lee Kohns. Those who responded were Miss Walker and Louis Greeman, representing Morimura Bros.; G. B. June, with Ed. Boote; M. B. Schmidt, with B. Illfelder & Co.; N. W. Newland, with Geo. Borgfeldt & Co.; W. Q. Wilcox, with W. S. Pitcairn Corporation; John Nixon, with Fostoria Glass Co.; Miss A. D. Labsey, with John Simmons & Co.; H. C. Kupper, Howard R. Handy and Geo. M. Jaques.

Joseph A. Springstead, a representative of the General Committee, stirred his hearers with a spirited speech. He began by saying that he was familiar with the names of the people in the crockery trade, as he was connected with the Appraiser's office and often came in contact with them, and humorously remarked that not long ago he had had a bout with Mr. Kohns, who had beaten the Government and won his case. He said the people of this country did not know we were at war. We were, however, and the sooner the fact was realized the better. He then explained the workings of a new society called the Government War Savings Limit Investment Society of New York. To become a member one agreed to purchase before January 1, 1919, \$1,000 worth of War Savings Stamps. That was all one person was allowed to obtain. He said the Appraiser's stores had taken \$65,000 worth. If anyone was short of money a loan of \$10 was made to him on his note. He would buy stamps and then go out and sell them, repeating the operation as often as possible. Possibly these men had sold people in the crockery district.

The quota of the Crockery, Glass and Allied Trades Division was \$400,000, and he believed it could be raised. He concluded by saying: "We must stand by the boys in the field."

Mr. McGran, of the Limit Club, went more into detail of the club idea.

Herman C. Kupper said he had already bought \$1,000 worth of stamps. He was immediately declared a member of the club.

It was proposed that meetings be held in the various warerooms, where speakers from the General Committee would address the employees, and Mr. Kohns said the first one would take place at L. Straus & Sons' on Friday at 2 o'clock, another at Morimura Bros.' on Monday next at 1:30, and at B. Illfelder & Co.'s next Thursday at 2. Mr. Mitchell would see about dates for others.

Mr. Handy suggested that as there are a score of crockery men in the Fifth Avenue Building, possibly a meeting could be arranged for them. He was promptly charged with the duty of seeing that such a meeting be held.

Louis Greeman explained how the campaign was conducted at Morimura Bros.' and gave Miss Walker credit for the hard work entailed.

Mr. Kohns immediately requested Miss Walker to address the meeting, and with some reluctance she gave a short talk telling how she had done the work—a description of which was published in this paper two weeks ago.

It was shown that there are 148 agencies in the crockery, glass and allied trades, but that only fifty-six were reporting, and Mr. Newland suggested that the newspaper men, who were calling on the trade every day, be asked to visit these delinquents. Mr. Kohns appointed Mr. Handy and Mr. Jaques a committee to attend to the matter.

Mr. McGran said that the Government had called for two billions of dollars in this drive. That was \$20 per head for the whole country. Naturally, some would have to give much more than \$20; but the money must be raised.

Mr. Kupper suggested that the aid of the committee which had managed the Liberty Loan campaign so successfully be invoked to help this drive.

MERCHANTS' ASSOCIATION ELECTION.

THE organization of the Merchants' Association for the coming year was completed at a meeting of the Board of Directors last week by the unanimous re-election of all the officers for another term, as follows: president, William Fellowes Morgan; first vice-president, Lewis E. Pierson; second, James G. White; third, William Hamlin Childs; treasurer, Silas D. Webb; secretary, S. C. Mead.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

A host of buyers has been in the district of late placing future business, and quite a few of them filed their holiday specifications. Among them were Joseph Watte, for Butler Bros., New York; Mr. McClure, of the McClure Syndicate, Atlanta, Ga.; Fred Reitz, for C. E. Wheelock Co., Peoria, Ill.; Walter Garick, of Wm. Garick Co., New Orleans and Porto Rico; Mr. Mowery, for Brinsmaid & Co., Des Moines, Iowa; A. J. Parrish, for E. B. Taylor Co., Richmond, Va.; Mr. Gutman, for J. Rosenblatt & Co., Baltimore; Joseph Levy, of Levy Bros., Brooklyn, N. Y.; Mr. Hollweg and Mr. Schneider, of the Mutual China Co., Indianapolis; Mr. Nash and Mr. Washburn, with Marshall Field & Co., Chicago; Horace C. Gray, New York; Julius Levy, for Lewis & Neblett, Cincinnati; Carl Puterman, New York City.

The new twenty-five per cent advance in freight rates becomes effective next Tuesday, June 25, and many letters have been received by the manufacturers here asking that shipments, if at all possible, be started forward before that date.

The local offices of the Adams and Wells-Fargo express companies are to be merged, and the future business of the two will be conducted through the office of the Adams Co. at the Cleveland and Pittsburgh railroad station. The "American Railroad Express Co." will be the name of the merged companies.

One of the greatest problems that the war has raised is the shortage of labor. In every business the wheels of industry are retarded, and the pottery trade is no exception. From the time the raw material is handled until it is delivered in finished form into the home skilled men are necessary, and every draft takes more and more of them. It is here that the initiative and business sagacity of the manufacturers of pottery must be displayed. Labor-saving devices of all kinds are sought, and where possible are being installed. The matter of increasing efficiency in the plants is the

uppermost thought in the minds of the manufacturers, and every one of them has his thinking cap on.

A meeting of the creditors of the Clay Casting Co., New Cumberland, W. Va., was held here a few days ago and a committee appointed to work out some plan by which the company might be assisted getting on its feet. The plant and chattels are valued at between \$125,000 and \$150,000. One proposition is to turn it into a hotel ware pottery as soon as financial matters can be adjusted. This would certainly aid in the selling of additional stock, for there is a great demand for these goods. Every plant now making them is crowded with business, and future orders are very heavy.

Lieut. Kniffin, of New York, spent several days in this district of late looking after Government business.

A. P. McPherson, formerly associated with the industry here, was a recent visitor.

The East Liverpool Potteries Co. is featuring assorted decorations on children's sets. The demand for this specialty has been quite active this year, and some of the new treatments are very pleasing.

F. F. DeBolt has returned from a business trip to Cleveland and Detroit.

And still Government business pours in. A lot of orders were placed here last week.

Work is progressing rapidly on the erection of a Dressler tunnel kiln at the Sebring Pottery Co.'s plant, and it is expected to be completed and in operation by the first or middle of next month. No fears are expressed but that it will prove an unqualified success, and once that has been demonstrated more will be built. Other important improvements are in the experimental stage

which it is claimed will revolutionize the pottery industry of this country.



Last week lightning struck the cupola of a building on the premises of the Tatler & Lawson Decorating Co., and, following an electric light wire to the rear of the building, caused a fire which did about \$5,000 damage.

THOSE GOODS AT ROTTERDAM.

THE Merchants' Association announces that the Bureau of Imports of the War Trade Board has finally agreed to issue licenses for the importation of goods purchased and paid for prior to April 6, 1917, and now stored at Rotterdam, provided:

1. That the American house applying for import license is a bona fide purchaser from the German or Austrian manufacturer or dealer, and not merely a branch of, or selling agency for, such manufacturer or dealer, and

2. That payment in full for the goods was made by the applicant on or before April 6 and that there is no indebtedness outstanding in connection with the transaction to the enemy bank or banker, or to a bank or banker, warehouseman, carrier or other person disapproved on account of enemy affiliations or activities, which indebtedness must be paid or discharged before the merchandise can be delivered to the applicant.

The next thing is get ships to bring the goods over. Under present conditions the prospect of early arrivals is not promising.

It is reported that many firms, despairing of being able to bring it over in time and in such condition as to be readily marketable here, have sold much of the merchandise in Dutch market at fairly satisfactory prices.

OBITUARY.

WILLIAM S. JONES, at one time general manager of the McKee Glass Co., Jeannette, Pa., died Sunday, June 9, aged fifty-eight. He was formerly head bookkeeper for H. Sellers McKee, going to Jeannette when the McKee Glass Co. built its plant at that place in 1888, at which time the town was founded. He was its first burgess. He retired in 1903 from the glass business and became connected with the Union Trust Co. of Pittsburgh.

Otto Dolfinger died recently at the age of seventy-three at his home in Los Angeles, Cal. Mr. Dolfinger will be remembered by the old-time crockery and glass

trade, being for many years the senior member of J. Dolfinger & Co., Louisville, Ky. He retired from business in January, 1894, and moved to Los Angeles. He was a brother of Edward Dolfinger, of J. Dolfinger & Co.

Mr. Ford, one of the oldest salesmen of the Pittsburgh Lamp, Brass and Glass Co., died recently at Chicago. About a year ago Mr. Ford left the Chicago organization of the company and became associated with Thomas Schollenberger, factory representative. He was well known in the glass and lighting goods trade.

The sudden passing of Joseph Rosenblatt, head of J. Rosenblatt & Co., Baltimore wholesalers, last week, takes a figure from the crockery trade who was highly regarded for his admirable traits of character and fair business dealings.

IMPORTS FROM JAPAN INCREASING.

IN the Commerce Reports issued by the Government under date of June 10 it is shown that in 1916 Japan sent to this country merchandise of all kinds, including china and glass, to the value of \$169,604,040, and in 1917 to the value of \$236,550,617. The next highest was from China, amounting in 1917 to \$158,712,694. The United Kingdom sent \$101,019,093. British India followed with \$50,497,272, and France with \$48,763,623. Germany of course sent nothing.

OUR SHARE.

THOSE of us who remain at home while others do the fighting have an ever-increasing number of opportunities to do definite and highly important work for our country. We should do this work as an expression of the gratitude we feel in being privileged to continue at our usual tasks, to enjoy the loving companionship of our families, to meet freely with our friends and neighbors, to enjoy all the security of life and most of the pleasures and economic privileges of peace times, while other men, who have had to put aside all these things, are fighting our battles for us in France and on the high seas.

A new opportunity to serve comes as a result of designating June 28 as National War Savings Day—a day on which all men and women and all children of sufficient years to appreciate the day's significance are called upon to pledge themselves to save to the utmost of their ability and to conserve all possible labor and materials for the Government, and to buy War Savings Stamps with their savings.

Could any one of us put aside this plea for saving while all Europe is crying out in its agony to be released from the clutches of the monster that is befouling all it touches? Could we refuse so simple a thing and at the same time ask other men to give their lives that our own precious lives be spared and our firesides be kept safe from the terrors of the Hun?

President Wilson, while reviewing the Red Cross parade in New York, was greeted by a Canadian soldier, invalided home from the front, whose son was one of those that German soldiers crucified on a barn door. What would you do to stop such fiendish things? Do you think it much of a sacrifice to pledge yourself to save and to buy War Savings Stamps?

German airplanes recently bombed a large American hospital. Hovering at low attitudes, every effort was made to hit the main building, which was conspicuously marked with the Red Cross emblem. Doctors and nurses removed our wounded boys to trenches previously dug for such emergencies. National War Savings Day gives an opportunity to register in a practical way your vow that such things must end.

NO OBJECTION TO JUST CRITICISM.

THERE never was an administration in this country, from the time of Washington, when someone did not take issue with the power in office and exercise his right as an American citizen. Thus our political dirty linen has constantly been in the wash, in the full light of day, and the world has come to look upon it as a matter of course, says a contemporary. In this we are no better, nor are we any worse, than a lot of other countries where the right of free speech is still held as a sacred heritage and men take to themselves the right of individual judgment.

To this there can be no complaint, for it is by careful watching that we are enabled to prevent rascality in high places and to point to inefficiency when it raises its hideous head in critical times. But we must not forget that there is a wide difference between just criticism and carping fault-finding. There is a difference between the man who simply seeks out holes in his political antagonist's armor in the hope of gaining some individual end and the unselfish patriot who earnestly seeks betterment of conditions. This difference is not always apparent, leaving the opportunity for dangerous mischief-makers to make capital from the official acts of others and endangering the worthy acts which mark their daily walk.

This does not mean, however, that we are to keep perfectly still and think and say nothing when error is glaring and men are not doing right. It may be the washing of dirty linen or be styled any other name one may see fit to apply; but it is, nevertheless, a safeguard

which we cannot afford to relinquish. The one thing to remember is that criticism must be founded on justice, and that the man who takes to himself the right to criticise must know all the facts. That is the right which the official criticised has the power to demand.

GOOD WORK.

WHEN on January 29th L. Straus & Sons inaugurated their War Stamp Savings campaign Lee Kohns presented every one of the employees with a thrift stamp as a sort of "nest egg." A stock of them was kept on hand, and it was left to the discretion of the force how many they should buy. On the 8th of May two automatic selling machines were installed, and these have proved very successful. They are placed in conspicuous places in the store, and anybody, visitors or employees, can buy stamps from them. Outside of this device no attempt has been made to get subscriptions other than from the employees. Up to last Saturday the sales amounted to \$1,071.80, and of this about \$150 came from the machines. One employee, a packer, has subscribed \$250. This same man is the owner of \$3,500 worth of Liberty bonds.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—A girl to clean glassware and be generally useful in an uptown wareroom. Address A 174, this office.

SITUATIONS WANTED.

A SALESMAN of large experience in the handling of illuminating glassware, fixtures, portables and novelties is open for an engagement from July 1st. Has had factory experience, has traveled extensively, and has also acted as salesmanager. Address EXCEL, this office.

SALESMAN wants position with reliable house. Experienced in china and glass. Will travel if necessary. Only salary or drawing account against commission considered. Draft exempt. Address A 175, this office.

FOR SALE.

FOR SALE—Small pottery making semi-porcelain hotel ware. Plant is fully equipped and in operation. Price is right, and satisfactory terms can be arranged. Address "POTTERY" care of this office.

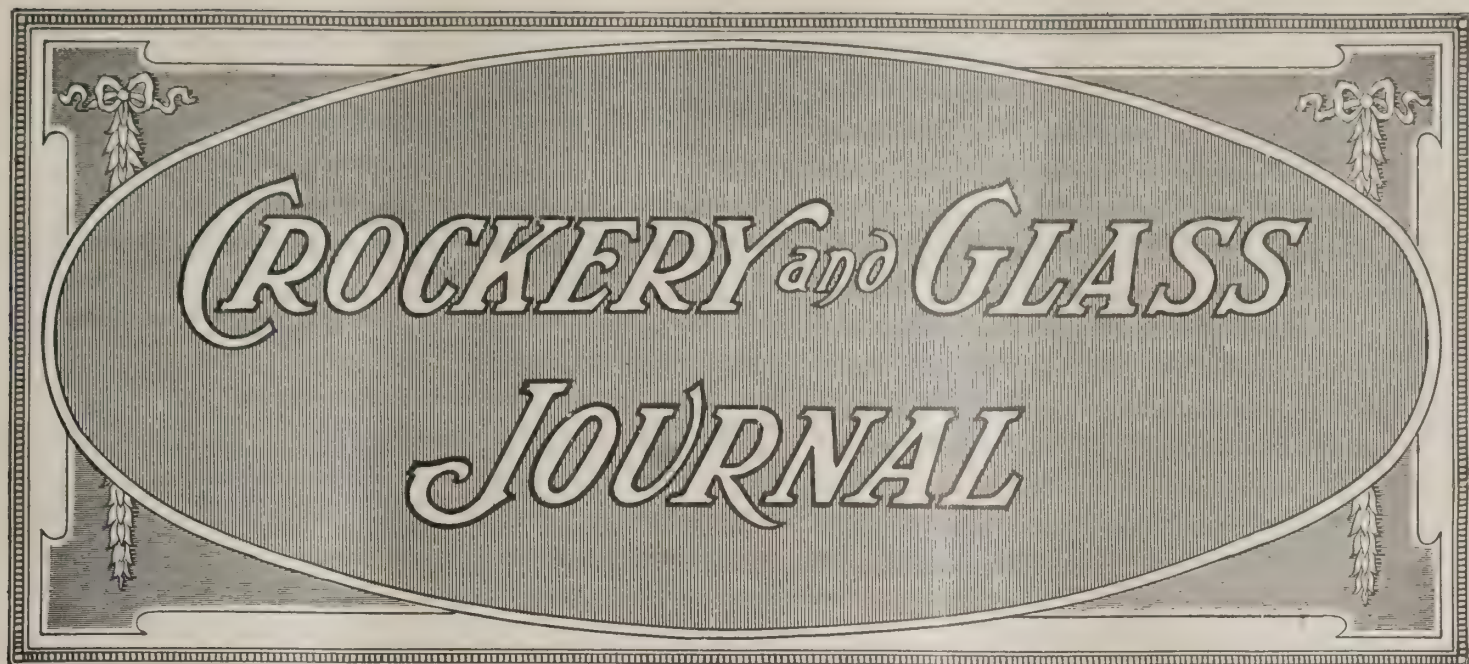


SALT and PEPPER SHAKERS.

LIGHT AND HEAVY CUTTINGS.

In great variety. Popular prices. Ready for immediate delivery.

EDW. H. D. ECKERT, 156 Fifth Ave., New York.



NEW YORK, JUNE 27, 1918.

CONDITION OF TRADE.



One does not expect much trade in the **New York** last week of June. Yet, compared with the previous weeks, a fairly good record was made. There is decided encouragement in the early advent of buyers last week and the week before—an indication that goods are needed more than ever. As a matter of fact, if anyone in our lines has anything that he can deliver promptly a ready market awaits him, for the retailers are short of almost everything.

In preparation for early fall special sales a number of buyers have placed good orders for domestic pottery.

Some of the local agents for glass factories also came into good business the latter part of last week. Like the crockery men, all are crowded with hotel orders.

A dull time may be expected next week. That in which the Fourth of July occurs is always the duller of the year. But it also marks the beginning of buying for the fall. Perhaps that statement might be more meticulously phrased by saying that right after the holiday the Southern trade is expected to put in an appearance. Some of the Western trade have anticipated their visits by two or three weeks, and it is hoped the Southerners will live up to their reputation and be here on time.

In spite of the calls on consumers for money for charitable and war purposes, there are still many people who have money to spend for crockery and glass. Outside of New York City and other large places trade

is really about normal, and, as has been repeatedly stated, in the regions where munition plants are established and in most of the Southern States it is more than good. No one can understand why there is not a better retail trade in the metropolis. Lots of money is being made here. Tens of thousands of laborers are earning big wages, and every kind of help is in such demand that no one need go without employment. Of course, a certain amount of business is done every day; but there is not much snap to it. Still, New Yorkers are erratic about their buying. It seems sometimes as if there were collusion among customers. At a time when they are expected to buy they are not in evidence, and when they are least expected they turn out in force. There is one consoling thought, however. Greater New York and its environs are the largest absorbers of goods in the country. It is a fair statement to make that the people of New York and those living within an hour of the City Hall take from twelve to fifteen per cent of the products of all the factories; and if they do not buy one week or one month they do eventually.



Pittsburgh and Vicinity

While a fair amount of business is being booked by the glass manufacturers for all kinds of goods, orders are running largely to necessities. The demand for the "luxury" lines is not nearly as active as formerly. Seasonable items, such as food containers, tumblers, etc., are of course in most request, and a host of advance business is on file. An

improvement in the demand for lighting glass is reported, and lamps themselves have a very good call for this season of the year. Transportation problems still exist, shipping Eastward being not as free as toward Western points.

Stocks in the hands of jobbers and
East Liverpool retailers are said to be short, and
and Vicinity ware of any kind that can be shipped
at once is gratefully accepted. Hotel
ware is particularly needed, and the plants making it
are straining every nerve to meet the demand.

SALES OF WAR SAVING STAMPS.

THE total sales of War Saving Stamps by the crockery, glass and allied trades to date, according to the report furnished us, is as follows:

	W. S. Stamps	Thrift Stamps	Total Value
Edward B. Dickinson.....	12	214	\$102.29
Frank & Danziger, Inc. . .	9	10	39 85
A. J. Fondeville & Co.....	9	232	95.37
Edward Boote.....	85	867	570.00
B. Shackman & Co.....	53	727	401.70
Lowenfels & Co.....	22	968	333.52
Chas. M. Levy.....	3	100	37.45
Pairpoint Corporation.....	20	485	221.25
Strobel & Wilken Co.....			6,655.41
Wallach-Behrend Co.....			126.50
Tashjian Bros.....		45	11.25
Takito, Ogawa & Co.		752	188 00
Le Roy T. Pease.....	30	280	194.62
L D Bloch & Co.....	46	997	440.61
Leo Schlesinger Co.....			1,513.50
The Herbert Co.....	9	947	274.10
Bissell Carpet Sweeper Co.	9	60	52 35
J. H. Venon, Inc.....	66	236	332 90
U. S. Glass Co.....	70	969	536.50
C. Dorflinger & Sons.....	15	120	92.25
K. J. Okajima.....		193	48.25
George H. Kaimoi.....	221		919.36
Higgins & Seiter, Inc.	241	493	1,125.81
Fensterer & Ruhe.....	45	587	333.50
John L. Garvey.....	6	150	62.40
Edw. D. Soule.		431	107.75
Gudeman & Co.....	5	277	90.05
Fostoria Glass Co.	40	52	179.00
Ko Kozai.....		58	14.50
Theo. Haviland.....	22	36	100.30
L. Straus & Sons.....	205	876	1,071.80
Lazarus & Rosenfeld....	131	2660	1,208.81
Herman C. Kupper.....	287	469	1,552.25
B. Illfelder & Co.....	1	37	13 40
Empire China Works. . .	71	851	508.11
B. Strasburger	46	444	302.27
Ed. Williamson.	10	110	68.66
F. A. O. Schwarz.....	54	1017	478 09
Steinfeld Bros.....	9	35	46.10
J. Wedgwood & Sons.....	37	291	219.85

	W. S. Stamps	Thrift Stamps	Total Value
Wimelbacher & Rice.....	8	42	\$ 43.70
Morimura Bros.	163	5330	2,010.22
Geo. Borgfeldt & Co. . .	205	1377	1,199 10
Wm. H. Plummer & Co.. .	8	114	61.86
John Simmons & Co.....	27	288	184.05
E. I. Horsman Co	45	243	247.50
Wm Dougherty.....	25	96	149.00
Vogt & Dose.....	1	218	58.65
S. Birens.....		6	1.50
Calumet Mfg. Co.	26	100	132.92
Jas S. Barron Co.....	34	86	162.60
H. G. McFaddin & Co. . .	150	100	647.50
Lee B. Lok.....	38		158 27
G. W. Wineberg....	37		154.29
James M. Shaw & Co.....	42	336	257.77
Manhattan Enamel WareCo			90 29
M. & M. Bloom.....		662	165 50
O'Gorman Pub. Co.....	57	100	262.69
Bryce Bros.....	70	275	418 75
Handel Co.....	28	19	116.48
Thos. B. Adams.....	2	45	19 57
Evans Gift Shop.....	3	50	25.01

WHAT WE CAN DO WHEN WE TRY.

FOR a couple of decades prior to the war Germany had been the manufacturer of most of the better grades of glass, and at the University of Jena the whole subject of the relation of the properties of glass to its composition had been most exhaustively studied. The opening of the war found this country absolutely cut off from a supply of glass for laboratory and optical purposes. What the American chemist has accomplished appears when we note that to-day finds on our market laboratory glass from at least five different American manufacturers which is fully comparable in excellence with the best Jena glass—some of it much superior. One of these glasses, "Pyrex," which was originally intended for cooking utensils, is displacing most other glasses in our laboratories, on account of its remarkable resistance to heat and shock. It is doubtful if the German glasses will ever regain their superiority. The problem of optical glass was even more serious; but, thanks to American ingenuity, has been successfully solved.

A HANDSOME NUMBER.

THE issue of the "American Grocer" covering the convention of the wholesale grocers held recently at Cleveland is in two sections, with eight colored inserts, the first having a fine portrait of President Wilson and the officers of the Food Administration, and the others portraits of prominent men in the grocery trade. The report of the convention is very complete, and the number of advertisements testifies to the popularity of the publication.



Pointers for Buyers.



Where Live Merchandise May Be Obtained.
Tips to Dealers Looking for Ready
Sellers.

COLORED GLASSWARE.

The Westmoreland Specialty Co. have just sent to the Horace C. Gray Co. an assortment of new samples of glassware specialties which introduce three new color creations that are sure of enjoying a reign of popularity—"steel blue," a remarkable tint with an iridescent effect, "champagne," and "burgundy." Each of the colors contrasts beautifully with the coin-gold bands with which it is adorned. Among the novelties are a covered honey dish, covered low handled bonbon, and unique shapes in fruit bowls, relish dishes, etc.

CUT GLASS SHAKERS.

Salt and pepper shakers for immediate delivery sounds attractive—and even more so when it refers to a line that is unusual in many respects. They are handled in the New York market by Edward H. D. Eckert, 156 Fifth avenue, and would be difficult to surpass for variety of shapes and patterns and excellent values. Designs in both heavy and light cuttings are shown, the "Empress" pattern being one of the daintiest light cuttings imaginable. This is executed on an odd squat-shaped blank in a matt flower combination that is decidedly attractive.

EXCLUSIVE DINNERWARE.

A dinnerware line with which every buyer should become acquainted is that of the Limoges China Co., Sebring, O., represented in the New York market by Edward B. Dickinson, Fifth Avenue Building. The exhibit abounds in the most distinctive decorative treatments imaginable, showing exclusive effects entirely controlled by this concern on the "Puritan" shape, which is a notable achievement in itself. Wherever this line has been shown it has been an unqualified success, for it meets the requirements of the most particular customer.

JAPANESE CHINAWARE.

The Tajimi Co., 597 Broadway, are making elaborate preparations to take care of the immediate needs of dealers with one of the most comprehensive lines of chinaware of every description that they have ever stocked. Probably the greatest attraction is their tasteful assortment of dinnerware patterns, beginning with

a dainty coin-gold band and line decoration and extending to various novel floral and figured treatments—among them a most pleasing conception in an English-style design. In specialties they are as strong as ever, among the newest items being a rich rose body with a raised enamel cherry blossom design that is immensely effective. There are also many good things in their beautiful Awaji ware.

GOLD-ENCRUSTED GLASSWARE.

An innovation at the establishment of Geo. F. Bassett & Co., 72 Park Place, which has always been looked upon as an exclusively dinnerware house, is a line of glassware just added to the exhibits. Two or three variations of a very beautiful gold encrustation are shown on two shapes of excellent quality crystal. One is in a distinctly flared style with a twisted stem, and the other is more of a bell shape with a plain drawn stem. Either may be had optic or plain. Besides stemware, there are tumblers, iced-teas, finger bowls and plates, etc.

NO "DEAD ONES" HERE.

It is no surprise to find at the E. W. Hammond Co.'s salesroom, 10 West Twenty-third street, a variety of new designs in dinnerware almost every time one goes in. Knowles, Taylor & Knowles do not wait to bring out all of their new patterns at certain times of the year, but keep adding new things to their line all the while, at the same time withdrawing those that have not proved "rapid movers." By this method the factory keeps a large percentage of "live wires" in its exhibit. As fast as a design demonstrates that it is not all that was hoped for it is dropped, and something else substituted. Hence one can almost make a selection with his eyes closed and still pick a winner.

"FRY QUALITY" GLASSWARE.

No one could ask for anything more beautiful or artistic than the cuttings from the H. C. Fry Glass Co. shown by Chas. H. Taylor in the Fifth Avenue Building. There is an air of refinement about each that at once stamps it as a product of the Fry factory. As one buyer was heard to remark, "I could tell it a mile off."

And when retail customers see the little gold label on a piece of glass they know it is as good as can be procured.

EXPRESS COMPANIES MERGED.

THE contract providing for the consolidation of the Adams, American, Wells-Fargo and Southern express companies has been approved by the Government and the directors of the companies.

A ten per cent increase in rates has already been granted, and if in the opinion of the Director-General of Railroads this is not sufficient to cover increased operating expenses a further advance may be made.

This will hit the factories hard, as they are sending tons of freight by express.

TRAVELING MEN WANT MILEAGE RATE CUT.

THE petition addressed to Director-General William G. McAdoo by the National Council of Traveling Salesmen's Associations, requesting that the recent general order increasing the mileage rate on all railroads to 3 cents a mile be modified so as to permit accredited road men to travel at the old rate of 2½ cents a mile has tended to focus attention on the ever-increasing and now almost prohibitive expenses to which traveling salesmen are subjected, says the "Times." It is pointed out by several large manufacturers of this city as well as by the traveling men themselves that the high cost of everything is practically driving salesmen from the road—a consummation which, it is emphatically stated, would not be to the best interests of the Government, the railroads, nor of the country's commercial and industrial life.

"We understand from the authorities in Washington," said a representative of the council, "that it is neither the desire nor the intention of the Government, at least for the present, to curtail commercial traveling, but rather that it is anxious to stimulate legitimate business in every way possible. The new universal rate, therefore, of 3 cents a mile, we take it, is designed to increase the revenue of the railroads, and not to keep commercial travelers at home.

"As a matter of fact, it is our belief that the new rate, if continued in force, will actually keep traveling salesmen off the road, curtail business activity considerably, and reduce the revenues of the railroads instead of increasing them. We have suggested, therefore, that accredited salesmen be given a mileage of 2½ cents, to apply on all roads, the mileage books of say 5,000 miles to be good on all roads, and that a vocational tax of \$10 be required of each salesman. As it is estimated that there are between 600,000 and 700,000 travelers covering the entire country, such a tax would yield to

the Government a sum amounting to upward of \$6,000,000 annually. In addition to this, traveling by salesmen would not be curtailed, business would not be hindered, and the revenues of the railroads and the Government would be increased rather than diminished, thereby serving the very purpose for which the 3-cent rate was put forth.

"Our petition to the Government also suggested that the proposed interchangeable 5,000-mile mileage books be for sale only in the larger commercial centres of the country. A book of this sort would not be used up in a few days and there would be no necessity for buying such books in small towns between the large cities. Thus there would be a substantial saving to the roads in clerical and office help and other expenses incident to having every little way station in a position to sell mileage books in case of need.

"If the increase in railroad rates is made final the inevitable result will be to keep road men at home; and the road man has no place in the home office. His function is to be out among the trade. The effect of keeping these men in their offices, aside from the very considerable loss in revenue to the railroads, would curtail business activity to a dangerous extent and very materially decrease taxable earnings.

"So as to prevent abuse of the proposed 2½-cent rate for traveling salesmen the petition of the National Council of Traveling Salesmen's Associations suggests that each firm register its salesmen with the Government, and that the Government issue to each of these men on payment of the \$10 tax an identification card containing all the usual information required for identification, including the holder's picture. This would make it practically impossible for others than registered salesmen to claim the salesman's privileges."

SHALL THERE BE AN OUTING?

THE Entertainment Committee of the Salesmen's Association held a meeting at 126 Fifth avenue on Tuesday to discuss the feasibility of having an outing this summer, not only for the pleasure of the thing, but in order to stimulate an increase in the membership.

D. King Irwin said that as there had been no banquet last year nor this, and no outing since 1916, there was a desire on the part of some of the members that some sort of entertainment be had this summer, and suggested that a grove or beach within twenty-five or thirty miles of New York be selected and the trip be made by automobile. He thought that enough cars would be loaned by the members to take 125 or 150 people.

The pros and cons were gone into for half an hour, and it was finally left to the secretary to write to one or two resorts, and when he had any information which would permit definite action call a meeting of the Board of Directors.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

That the glass factories will continue operations on a liberal scale during the summer season is assured. At the spring conference of manufacturers and workers it was agreed that there should be no enforced summer stop, and that no more than twenty-five per cent of any factory force should be off duty at any one time, and then for only two weeks. The workers, it now seems, have not been considering vacations, and have intimated that they will continue to work without interruption.

Clyde F. Hartman, Southern salesman for the United States Glass Co., who left for camp Lee Wednesday morning, was presented with a Masonic ring by his fellows in the sales department.

Orders for glassware now being accepted by manufacturers are with prices guaranteed until June 30 only. If after that date there is an advance in the selling lists the buyers are given the right to cancel their orders or allow the manufacturers to ship at the prices then prevailing. This is an absolutely necessary precaution, with materials and overhead costs continually mounting to new high levels.

The demand for lamps at this season of the year is more brisk than was anticipated. Jobbers have been very good buyers of all kinds, while office-supply houses have been liberally purchasing oil desk lamps. In this district electric power has of late been shut off from time to time during the mornings, and on dark days offices have been without light. The desk lamp with the green shade has been an active seller in consequence.

Hundreds of barrels of glassware are now being shipped from this point South by boat, relieving the shipping situation immeasurably.

The demand for cut glass is not as active as formerly, although a number of the more popular-priced lines are having a fair movement.

Department store buyers are anxious to obtain the latter for use as leaders in special sales, and inquiries point to a good trade later on.

The Government continues to give orders for glassware, and every effort is being made to fill them as quickly as possible.

Heavy orders for jelly tumblers are being booked by all manufacturers of this line. The demand for jars is also active, and the amounts called for are larger than in previous years.

As yet no plans have been worked out for the rebuilding of the burned plant of the Tarentum Glass Co. The company is biding its time, owing to the present high cost of building materials and labor.

Blanks for cutting are in fair demand only. The manufacturers could handle considerably more business and give reasonably prompt shipment.

Believing that transportation will again be difficult in the fall, many department store buyers are anticipating their holiday requirements. All dealers should protect their own interests by ordering as far in advance as possible.

Popular-priced decorated glassware is in very fair demand just now. The Southern trade particularly has been a good buyer of seven-piece decorated water and lemonade sets.

The Imperial Glass Co., Bellaire, O., has declared its regular dividend of one and a half per cent, payable July 1.



Unlike some of the manufacturers Moundsville, W. Va., whose forces have been depleted by the draft, the Fostoria Glass Co. has managed to fill the places of those called, and the plant is running satisfactorily. More

than seventy of the Fostoria operatives have gone to join the country's defenders.



The Bryce Bros. Co., despite unfavorable conditions, are turning out a fair quantity of finished ware, and, what is more to the point, have been making excellent shipments. They have some government contracts and a lot of orders for hotel ware.

DEPRECIATED CURRENCY INVOICES.

IN a decision just handed down, Judge Waite of the Board of United States General Appraisers, holds that where goods are invoiced in a currency shown by the certificate of the consul attached to the invoice to be depreciated, and the importer has used the invoice value in depreciated currency in making his entry, converting it on the face of the entry into its equivalent value in standard currency and American dollars, such conversion is not binding on the importer, and his entered value will be considered the value in the currency of the invoice, there being nothing in the record to indicate that it was the intention of the importer to enter the goods at any other value than that furnished by the invoice and the consul's certificate.

"But," writes the General Appraiser, "where an importer has entered and filed a certificate under paragraph I, section III, Tariff Act of 1913, the only way he can be relieved from paying duty on his entered values is through an order of reliquidation made by the Secretary of the Treasury. Where said reliquidation is ordered by the Secretary of the Treasury, and not acted upon by the Collector, the Board of General Appraisers has jurisdiction to correct the error and order reliquidation on the basis of the direction of the Secretary of the Treasury."

BUSINESS BRIEFS.

The Omaha (Neb.) Crockery Co. have let a contract for the erection of a five-story concrete building to be completed October 1.

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Fire destroyed the plant of the Armor Bronze Co., Garwood, N. J., June 18. Loss, between \$25,000 and \$30,000. The company was engaged in the manufacture of ornamental bronze articles and figures.

• •

Fire destroyed the Superior Glass Co.'s plant at Martin's Ferry, O., June 23. Loss, \$200,000. Incendiarism is suspected, as the factory had been shut

down for three weeks. It had been making lenses for the French government.

• •

Clay deposits, said to be as fine as any in the country, have been found by Dr. Heinrich Reis, of Cornell University, in Tallahatchie County, Mississippi. A detailed report of Dr. Reis's findings is expected to be made public shortly by the State Geological Survey.

WAR SAVINGS STAMPS MEETINGS.

FIFTH AVENUE BUILDING.

THE first of the individual War Saving Stamps meetings arranged for at the general committee meeting on June 18 was held in the Assembly Room of the Fifth Avenue Building on Friday morning.

This was the one which Howard R. Handy was to organize. He failed to put in an appearance, however, and those who had assembled—A. H. Thele, Max Herbert, C. H. Taylor, C. A. Weidemann, E. B. Dickinson, Louis S. Hinman and Horace Gray—were about to disperse when William Mitchell saved the day by taking charge.

Corporal Lemon, of the Canadian army, invalided home after being gassed and wounded, gave an interesting review of the early stages of the war, and made a strong plea for the War Savings Committee.

Miss Cockcroft, from 51 Chambers street, made a pleasant impression as she explained the workings of the Committee.

A committee consisting of A. Thele, C. H. Taylor and Horace C. Gray was appointed to carry on the work in the Fifth Avenue Building.

AT L. STRAUS & SONS'.

The second floor of No. 46 Warren street had been very prettily decorated for the meeting on Friday afternoon; flags and flowers were everywhere; and when a little after two o'clock R. E. L. Wells called the meeting to order there were present the sixty employees of the firm. Mr. Wells in a very good speech said he and the force were proud to be Americans—proud of their flag, their country, and their President.

Mr. Springstead, who made such a favorable impression at the general committee meeting on Tuesday, again spoke eloquently. The burden of his speech was to the effect that we were in the war to win, and that it would take money. We did not want to go to war; but there was only one thing to do now—win. There had been a lot of talk about German-Americans, but he thought there were many born abroad who were just as good Americans as himself. Anyway, after the war there would only be one kind of an American. He spoke of meeting a returned soldier who told of how the men who first went to France left a trail of blood in the

snow because of poor shoes. The Government had the money to buy good shoes, but did not get good leather. At the same time girls in this country were wearing shoes with tops ten to twelve and even eighteen inches high. As a class Americans were spendthrifts. Now they have a chance to reform and become thrifty by buying stamps. The city was behind on its quota, and everybody must turn in and help. He had learned that there was an organization in the store of ten members. It should be brought up to sixty. Some of the boys at the front would come back and want to know who stood by them and who didn't. They must be supported until they take the American flag into Berlin.

Mr. Mitchell asked for a showing of hands as to how many would take cards, and received a hundred per cent reply.

Max Friedman, Leon Sultan, Miss Farrell and Mrs. Smith were appointed to serve as a committee to see that the pledges were carried out.

Mr. Kohns announced that he would buy \$1,000 worth of stamps and become a member of the Limit Club.

AT MORIMURA BROS.'

An enthusiastic meeting was held in the warerooms of Morimura Bros. at 1:30 p m. Monday.

In the absence of Mr. Tetsuka, C. W. Cowles, credit man, presided, and introduced Mr. Springstead, who made one of his spirited addresses.

Louis Greeman also spoke, telling what the house had done, not only on the Thrift Stamp Drive, but also on the three Liberty Loans.

The whole force of the establishment attended, together with representatives from Okawa & Morimura and Yanamaka & Co.

There was no necessity for organizing a club, as everybody in the house is pledged for a definite sum.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under "Personal," the following buyers were reported in the city this week:

- C B Mills, hf, Daniels & Fisher, Denver. 71 West 22d.
- C Kuhlman, hf, The Fair, Cincinnati. 23 East 26th.
- S Soranson, hf, Curran Dry Goods Co, Waterbury, Conn. Great Northern.
- J L Haines, c, hf, J B White & Co, Augusta, Ga. 23 East 26th.
- C A Eliassen, s, Sears, Roebuck & Co, Chicago. 115 Fifth ave.
- T Keller, hf, c, g, t, Denholm & McKay Co, Worcester, Mass. 230 Fifth ave.
- J E Miller, hf, W F Cable & Co, Altoona, Pa. 230 Fifth ave.

L Neubrick, c, g, Crowley, Milner Co, Detroit. 116 West 32d.

L G Scott, t, Campbell's, Pittsburgh. Wallick.

J R Duncan, hf, Fowler, Dick & Walker, Evansville, Ind.

C E Johnstone, hf, c, M O'Neil Co, Akron, O. 37 West 26th.

G Louis, hf, Woodward & Lothrop, Washington. 334 Fourth ave.

J Weber, hf, Weber Department Store, Chicago.

J W McBride, c, Robinson's, Kingston, Ont.

James Hull, c, Hull Bros, San Antonio, Tex.

G H Wood, c, g, R H Stearns Co, Boston. 200 Fifth ave.

L W Dulaney, c, Dulaney & Verny, Baltimore.

ALL ON A MERRY-GO-ROUND.

IN a town near where I live are several factories which make shoes for working people, says Roger W. Babson, the well-known writer on financial and industrial subjects. Before the war these shoes sold at from two dollars to three dollars a pair. After war was declared and the Allies began to buy leather for belts, saddles, and other equipment, the price of leather went up. The same thing was true of leather as of cotton, wool, steel, etc. This made it necessary for these shoe factories to add fifty cents to the price of a pair of shoes.

These shoes are worn by working people throughout New England, and when the price of the shoes went up with the price of clothing, food, etc., these working people had to have higher wages. Therefore wages were advanced to meet the higher cost of living.

As the wages in shoe factories increased with the wages elsewhere, the shoe manufacturers had further to increase the price of shoes another fifty cents to take care of the advance in wages. Unless this had been done the factory would have been shut down. No manufacturer could continue to make shoes at a loss.

When shoes were advanced in price a second time, clothing, food, and other things were advanced again by their manufacturers for the same reason. This, however, made it necessary for the working people to have another advance in wages to meet this second advance in prices.

But this second advance in wages made it necessary for the manufacturers to make still another advance in prices. This they have done, and now shoes are selling for almost double what they did before the war; while wages have advanced only about half as much.

We can not blame either manufacturers or wage earners. Both needed to do what they did; but neither side has been better off after getting more money. The truth is that we all have been chasing one another around a circle. We are all on a merry-go-round!

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JUNE 27, 1918.

A MOVEMENT is on foot to have some kind of an outing for the Salesmen's Association this summer. It is impossible to secure a boat for a river excursion; so it has been suggested that some place within twenty-five or thirty miles be selected and the trip made by automobile. It is said that one of the advantages to be derived from such an affair would be an increase in the membership. If it could do that it would be a good thing.

THE new schedule of rates for passenger traffic is going to make a whole lot of difference in the expense accounts of the traveling men when they go out in the autumn. Charges for excess baggage will be higher, and the cartage of trunks from station to hotel has jumped from fifty cents to a dollar—in some cases to a dollar and a half. Hotel rates have advanced tremendously, and it is going to cost real money to travel from now on.

UNLIKE in former years, vacationing is not at this season the uppermost thing in the minds of employees of the various houses in the business. While there are many who will go away as usual for a brief period of rest and recreation, there are others who feel that they are fortunate in merely keeping their positions, to say nothing of getting two weeks off with pay. Besides, many have used the money that ordinarily

would go towards defraying the expenses of a vacation in buying Liberty bonds, thrift stamps, subscribing to the Red Cross, etc.

PERSONAL.

MANY in the trade will remember John Barny, who years ago represented "La Porcelaine Limousine" at 25 West Broadway. At the very beginning of the war he was taken prisoner by the Germans, and for over four years has been held at Ebersdorf, Saxony. Alfred G. Moment, representative of the company here, last week received a letter from him in which he says that the confinement is very tedious, but it gives him an opportunity of learning the German language. To what purpose he doesn't state. Mr. Moment was also the recipient of a message from Georges Magne, one of the firm of "La Porcelaine Limousine," who is likewise a prisoner in Germany. He, too, is taking a linguistic course, but believes that English will be of more advantage, and has therefore cultivated the friendship of some British fellow captives.



J. H. Law, of Asheville, N. C., is in town. In answer to the question, "How is business?" a smile broke over his face. "We manage to keep the wolf from the door," he replied. His place is seventy miles from the nearest cantonment, but the "boys" come to town for the week-end, and they have money to spend. He said that coming up on the train he was amazed at the amount of land under cultivation that previously ran wild. Wheat had been harvested, and the farmers were planting corn for a second crop. He noticed, however, that in northern Maryland and Pennsylvania there was no such attempt to increase food production.



The fifth man to go from L. Straus & Sons' is George Koch. On Saturday of last week the employees gave him a send-off. He was presented with a wrist watch, a complete kit, and a trench knife. Max Friedman made the presentation speech, Messrs. Wells and Dessau followed with addresses, and refreshments were served. Mr. Koch left for Camp Upton on Monday.



Among the passengers arriving on Sunday on the Norwegian-American liner Bergensfjord was Frederick William Wurzburg, eighty-four years old, proprietor of a department store at Grand Rapids, Mich., with his wife and three daughters. The latter went to Germany six years ago to be educated, and were caught by the war. Said the eldest: "The morale of the German people is very low on account of their sufferings through

the long war, and they are becoming hopeless regarding the victories they have been promised repeatedly by the war party." The whole family had suffered terribly from lack of nourishing food, and were in a pitiable condition upon arriving in Norway. Their clothes were of a material little better than paper, and they had to wear wooden shoes because of inability to obtain leather footgear.



Geo. C. M. Thiessen, formerly with Bawo & Dotter, and a great favorite with all the old-time crockery jobbers, says he hopes when the war is over to get back into the trade. He is at present assisting his son in the building business in Jersey City.



Miss M. Moment, who assists her brother Alfred, representative of "La Porcelaine Limousine," has returned from a week's vacation at Ocean City, N. J. Miss Moment is unusually competent, and in the absence of her brother has complete charge of the business.



Owing to Clyde Hartman, Southern traveler for the United States Glass Co., having been drafted for military service, Donald H. Fisher, who has been one of Ed. Craig's force of assistants at the New York office for the past two years, has been transferred to the main office of the concern at Pittsburgh, from whence he will cover the territory formerly covered by Mr. Hartman. Traveling will not be a new experience for him, for he was one of the company's road men before coming to New York.



A. P. Doctor took an afternoon off on Tuesday for the purpose of being present at the graduation exercises of the Bensonhurst school, where his daughter, Isabelle Whitney, came through with high honors. Already an accomplished musician, she will now devote her time to study for a career in the musical world.



Frederick Skelton, accompanied by "Sandy" Fraser, traveling man for the Beaver Valley Glass Co., spent the week-end at Spring Lake, N. J., where they attended the wedding of one of the prominent members of the summer colony there. It is rumored that Messrs. Skelton and Fraser are endeavoring to get the details of the marriage ceremony down pat for personal use in the not distant future.



On Tuesday of this week Victor M. Benedikt and Mrs. Benedikt celebrated the tenth anniversary of their marriage at their home in Flatbush, where about sixty invited guests enjoyed the afternoon and evening. Among them were Mr. Benedikt's brothers—Henry, with whom he is associated in business, and W. G.,

buyer for Bamberger & Sons, Newark, N. J. Dinner was served at small tables arranged about the lawn, which presented a picturesque scene with its decorations of Japanese lanterns.



Frank I. McBride a member of Ed. Craig's staff at the New York office of the United States Glass Co., left the employ of the concern on Saturday to accept a position with the Westinghouse Electric Co., Philadelphia.



A card received this week from Corporal Herman Kashins brings the news that he is now in active service on the French front, and says: "Watch for the smoke soon!" His enthusiasm is unabated, as witness the following: "Everything is great—everybody happy." He says: "Between shells I often wish for a CROCKERY AND GLASS JOURNAL to help while away the time."



We are glad to report an improvement in the condition of Mrs. Jennie Levine, buyer for Stern Bros., who has been seriously ill at her home in this city, suffering from a general breakdown. Mrs. Levine has a host of friends in the trade who hope for her speedy recovery.



Leon Neubrick, buyer for Crowley, Milner & Co., Detroit, is a hustler. He arrived in New York Thursday morning of last week, went to Newark on Friday to buy trunks, and was back on the job Saturday afternoon, leaving for home in the evening.



H. Wintringer, president of the Steubenville Pottery Co., arrived in New York from Atlantic City by automobile the first of the week and left again on Tuesday.



W. A. B. Dalzell, president of the Fostoria Glass Co., Moundsville, W. Va., was in New York on Tuesday conferring with John Nixon.



James J. Temple, American manager for L. Bernardaud & Co., is expected home the first of next week from a two months' trip through the Middle and Far West.



R. H. Sterns, Springfield, Mass., was in town for three days buying goods.



Homer J. Taylor, president of the Knowles, Taylor & Knowles Co., and O. H. Sebring, head of the French China Co., did not have to rely upon the railroads for their homeward journey from New York last week. Mr. Taylor purchased a new car while here and

tried it out on his way home. E. W. Hammond and Mrs. Hammond accompanied him.



George W. Kinney, of Kinney & Levan, Cleveland, was in New York this week.



J. R. McWilliams, salesmanager for the Lonaconing (Md.) Glass Co., was a visitor in town this week upon his return from Boston, where he had been on special business for the concern.



Henry G. Freese, of Vogt & Dose, announces that his daughter, Sara Hornor, was married on Saturday last, June 22, to Edward Nesbitt Emmons. Congratulations are in order.



Charles J. Dela Croix, of Dela Croix & Wilcken, returned last Thursday from a protracted trip during which he booked a substantial amount of business for the H. Northwood Co.



J. G. A. Fisher, Philadelphia, made one of his frequent trips to the city this week. He says that business there is no better and no worse than in New York.



F. F. Case, who succeeded A. W. Pierdon at Quackenbush's, Paterson, N. J., was visiting the trade in New York this week. He was for many years with E. Rhodes, a thoroughly-posted crockery man, at that place, and thus acquired a fine education in the business.



Geo. H. Bowman, accompanied by Mrs. Bowman, arrived in New York by automobile on Tuesday, headed for New England. He is on pleasure bent, and stopped off on Wednesday to play golf with friends here.



A. J. Pohlman, who was so long and favorably known as crockery buyer for the Joslin Dry Goods Co., but who is now purchasing cloaks, arrived in town on Wednesday. He makes his headquarters at 23 East Twenty-sixth street.



Justin Tharaud returned on Monday from a trip that took him to points in the Middle West as far as Chicago. He found business so good that he will return to the latter city next week to finish up.



E. W. King, who has been with J. J. Hines for many years, has taken a position in the auditing department of the Remington Arms Co., Bridgeport, Conn., and leaves for his new duties July 6.



Julius De Keyser, associated with his father in the

hotel supply concern of I. De Keyser & Co., and well known among the local wholesalers, has enlisted in the Naval Reserve and expects to be called for service at the Pelham Bay training camp any day.

TO FORGET BUSINESS.

ON Saturday a merry party of vacationists, consisting of prominent members of the trade and their wives, will leave New York for a fortnight's stay at Stony Brook, L. I. E. W. Hammond, of the E. W. Hammond Co.; G. M. Lowman, manager of the local office of the Pacific Importing Co., and Wilbur Pomeroy, of the Horace C. Gray Co., have each rented a bungalow and are looking forward to a glorious time. Mr. Pomeroy says he is going to do a lot of sea bathing, and Messrs. Hammond and Lowman promise to provide the tables with fish and clams. In the intervals automobile rides will be enjoyed in Mr. Hammond's car.

OBITUARY.

HOMER A. STILLWELL, president of Butler Bros., wholesalers of general merchandise, a director of the Santa Fe Railroad and local banks, died June 23 at his summer home at Lake Geneva, Wis., after an attack of pneumonia. He was born in Nineveh, Pa., in 1860.

Zed M. Williams, at one time employed by the Giles W. Quarles Co., crockery dealers, Baltimore Md., died in that city June 17 at the Union Protestant Infirmary after a lingering illness.

INVOICE SATISFIES OBLIGATION.

A DECISION has just been handed down by Judge Mayer in the United States District Court which is of general interest to importers. He holds that there is no authority in law for the provision in the bond given by importers for the production of a consular invoice that the obligor shall pay the Collector "the amount of duty to which it shall appear by such invoice the said goods are subject over and above the amount of duties estimated on the appraisement of said goods." It is further held that the provision of the statute merely provides that the Collector shall require a bond for the production "of a duly certified invoice." When such invoice shall have been produced the obligation of the bond is satisfied. There is no authority whatever conferred upon the Collector to exact a bond for any further or other purpose.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Strange as it may seem, no freight is being accepted here for points east of Pittsburgh, Pa., although mixed cars are being loaded by manufacturers and shipped to Pittsburgh, from which point they are being reconsigned. By this method a lot of packages are being rushed through to the East. The matter of making up pooled cars is now under consideration here, and if put through will enable the manufacturers who get together to ship many goods now held.

* *

Among the buyers here recently were F. L. Sturtevant, for Forbes & Wallace, Springfield, Mass.; T. A. Keller, for Denholm & McKay, Worcester, Mass.; C. H. Hoffman, for Pettis Dry Goods Co., Indianapolis; A. J. Kline, for Dives, Pomeroy & Stewart, Harrisburg, Pa.; R. G. Calm, for Dives, Pomeroy & Stewart, Reading, Pa.; Mr. Wentworth, for Adam, Meldrum & Anderson, Buffalo; J. L. Hunkler, for Elder & Johnson, Dayton, O.; Martin Englehardt, for L. Barth & Son, New York.

* *

This is the first time in many years that the "syndicate crowd" has visited the local district at this season. The twice-a-year rule formerly prevailed, but of late the mid-season trips have been cancelled. This year, however, conditions are such that the buyers were urged to visit the market. They were headed by W. C. Brown, of the New York office of the Syndicate Trading Co.

* *

Phil Schaeffer, who for many years visited the local potteries and the Pittsburgh glass district in the interest of Adam, Meldrum & Anderson, Buffalo, has been advanced to a higher position in the concern, and has been succeeded by Mr. Wentworth, who hereafter will buy pottery and glassware.

Increased reports on breakage are being received by the manufacturers hereabouts. This is due solely to the character of the packages which necessity compels the manufacturers to use. New cooperage stock con-

tinues very scarce, and even re-coopered stock is not always obtainable when wanted.

* *

All orders booked by pottery manufacturers now are sold with the distinct understanding that merchandise will be invoiced at prices prevailing at the time of shipment.

* *

The Hall China Co. has just issued a seventy-two page catalogue covering every item made in vitrified fireproof cooking china. The illustrations are in color.

* *

The annual Field Day of the Buckeye Club of this city was attended by many out-of-town buyers, and the proceeds in their entirety were turned over to the "War Chest Fund" of this city.

* *

Colored tissue paper is almost impossible to obtain—in fact, is practically off the market. This will explain to many purchasers why ware is not being wrapped as formerly.

* *

The report current in this district that the railroads contemplate making a charge of fifteen dollars for switching caused no end of comment and worry among manufacturers here. The rate in the past has been around five dollars. Under the proposed ruling the charge will be fifteen dollars to switch a car from any of the "river" potteries to the sidings of those plants located "on the hill."

* *

Pottery workers are assuming a very independent attitude. Many workers do not put their best efforts forward, as they would be expected to do under present conditions, and the fact gives the manufacturers something more to worry about.

* *

The receipt of raw materials is much better. Clays are arriving in good time now.

* *

Notices have been issued by the four express companies operating out of this point, now consolidated,

that loss and damage claims will be taken care of as formerly, and that no need exists for shippers who have such claims pending to enter civil actions for collection. The announcement comes under the authority of the Adams, Wells-Fargo, Southern and American express companies.

THE K. & L. CO. "SOUVENIR."

A NEAT little brochure just issued by the Kinney & Levan Co., Cleveland, gives a brief history of the house since its inception in 1883. The growth of the business has been remarkable, and the present establishment on Euclid avenue is a monument to the sagacity and enterprise of its founders. Well-executed illustrations show every department, and, taken altogether, the "Souvenir," as it is called, is a credit to the concern.

TEN CENT STORES NOT BADLY AFFECTED.

WHILE the war has affected many industries and retail businesses to a large extent, contrary to expectation it has not handicapped the stores that sell five and ten cent articles exclusively. That is to say, it has not impeded the supply of goods for the many stores throughout the country that carry the name of Woolworth, although a number of other concerns that specialize in so-called five and ten cent articles have had to raise their prices. Some of them have gone in for selling articles as high as fifty cents.

H. T. Parsons, vice-president of the corporation which controls the Woolworth stores, says: "There has been a mistaken impression formed that this corporation received most of its five and ten cent articles from Germany and Switzerland, and that owing to the war we should find it difficult to keep our stores supplied with our usual goods. The facts are these: Before the war we imported from Germany and other countries together about 12½ per cent of our merchandise, and the other 87½ per cent were made right here in America. We have continued to have the goods made in this country, and of the 12½ per cent, excepting dolls, we have had them made here, too. While we had to cut off supplies from Germany, we have purchased some of them from Japan instead; but as things go now, with prohibitive embargoes and high freight rates, we have not found it easy to get goods from the Orient. There used to be a special rate on goods from San Francisco that originally came from Japan and were on their way here, but since the freight rates have gone up and have increased the charges so highly it has affected the situation seriously. It is up to the Japanese merchants to smooth out that difficulty. Of course it is not so easy to get the goods delivered here. That is the

chief drawback at present. We can get the goods made as formerly, but we can't get them delivered here so speedily as before. The transportation is the great handicap just now.

"With the cost of everything rising, with the cost of labor and materials higher than ever, it might naturally be asked how we can still manage to place on sale practically all the same goods we have always carried and tell them at the same popular prices. That problem is solved by our buyers. In the language of the day 'It's up to them to deliver the goods.' We have thirty buyers for as many departments. Each buyer is a specialist, and the onus is placed upon him of going from one market to another until he gets what we want. It means more intensive work and a steady concentration to supply the great buying public with what it wants at the price of a nickel or a dime, and no higher. So far we have succeeded in upholding this aim, and we have every hope that we shall be able to maintain it in spite of the obstacles that must necessarily be met during a great war."

BROAD MINDS ARGUE TO GOOD PURPOSE.

MOST of us do not realize the great benefits that accrue when keen minds clash in sound argument. It is in sound argument that many of our most successful business campaigns are builded and obtain an original touch that they otherwise would lose.

By sound argument a writer in "Playthings" means argument carried on by two or more minds, all driving for a common goal—argument where there is no personal desire to overwhelm the other fellows or to seek personal gratification in "winning." The idea is not to win the argument, but to achieve a certain result that all have in mind.

It works out this way: Brown and Jones are partners and desire to place a new article on the market. They differ as to the means, but both are working for for a common result. Therefore they thresh out the ways and means. Now, it may give Brown a sense of personal satisfaction to put over his plan; but he is a broadminded man. He does not want his ideas to be agreed upon if Jones's are better. Jones may not be so forceful a man, but his ideas may be sounder. Therefore these two broadminded men argue, and let true logic win out as nearly as they can ascertain just what is the logic of the situation.

The minds of these men complement each other. One acts as a check or an inspiration to the other. Each one has a wholesome respect for the ability and good faith of the other. Therefore they get results.

We ought to have more business relations as sound as the one outlined above. To do so requires that we exercise great patience, that we subjugate self and at the same time retain the drive for ideas and methods

worth while. We must learn when to drive hard for our idea and when to drive hard for another man's. Of special importance is the determination to allow only merit and logic of idea to decide every issue—for if one man swings others to his policy merely because he may have the authority to do so the whole idea of real co-operation will be lost.

Really big men can co-operate in this manner—and when they do the whole world cannot hold them back.

PUT HIM ON HONOR

SOMEBODY with the right idea once said: "Pay large enough salaries to get employees with brains, and you will not have to give up your own time to supplying brains for your help."

And when once you have decided upon the fitness and character of a man—when you have put him to the test and found him willing, honest and capable—do not commit the folly of roping him up like a steer for the mere gratification which you derive from a childish display of authority.

Turn him loose upon the responsibility of which he has shown himself worthy.

Put the problem of his success squarely upon his own shoulders.

Do not hamper him in his efforts to make good.

Show him, prove to him daily by your conduct towards him, that he has your confidence.

AT CHICAGO.

BUSINESS has been satisfactory during the past week, and the volume now being transacted is in excess of that in the early part of the month.

The salesmen are somewhat disgusted over the large number of orders which their factories are turning down owing to inability to fill them. This is particularly the case with the manufacturers of housefurnishings. Aluminum goods manufacturers are unable to get raw material, and for that reason are limiting their product, and cutting down on orders where they are not refusing to take them at all.

Justin Tharaud, who represents imported French china, spent several days here during the week, and reports finding a good demand throughout Middle Western territory.

While the potteries are very slow in making shipments, the majority of the customers in this section who placed their orders far enough ahead are getting

their goods. Some of the jobbers are having trouble, and are complaining that they are being discriminated against because the factories find it more profitable to fill direct orders. There is a severe shortage of hotel ware in this market.

No arrangements have yet been made for the occupation of the large store building at the corner of Van Buren and State streets, which became empty when Seigel, Cooper & Co. went out of business. It is understood that plans are on foot for launching a new department store, to occupy at least a part of the building, with an option on the upper floors to be exercised in case the concern expands as expected.

John Jacklin, who conducts the crockery and glass department of Harris, Emery & Stone, Des Moines, Ia., will arrive here within a few days and with a party of friends will go to Owen Lake Wis., on a fishing trip.

Miss Ella Brennan, buyer for Rothchild & Co., has returned after spending ten days in visiting the markets and factories in the East.

Col. W. F. Ellisson, representing George F. Bassett & Co., New York, was in the city en route to the Pacific Coast. He feels very good about the import pottery business.

H. E. Kishler, of Toledo, O., was in the city last week in the interest of the Corona Cut Glass Co.

Earl W. Newton and Associates have taken on the representation of J. B. Timberlake & Co.'s line of lamp shades and Kinney & Levan's English and Japanese dinnerware.

G. W. Hoffman, head of the credit department of the United States Glass Co., Pittsburgh, was in the city

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

SITUATIONS WANTED.

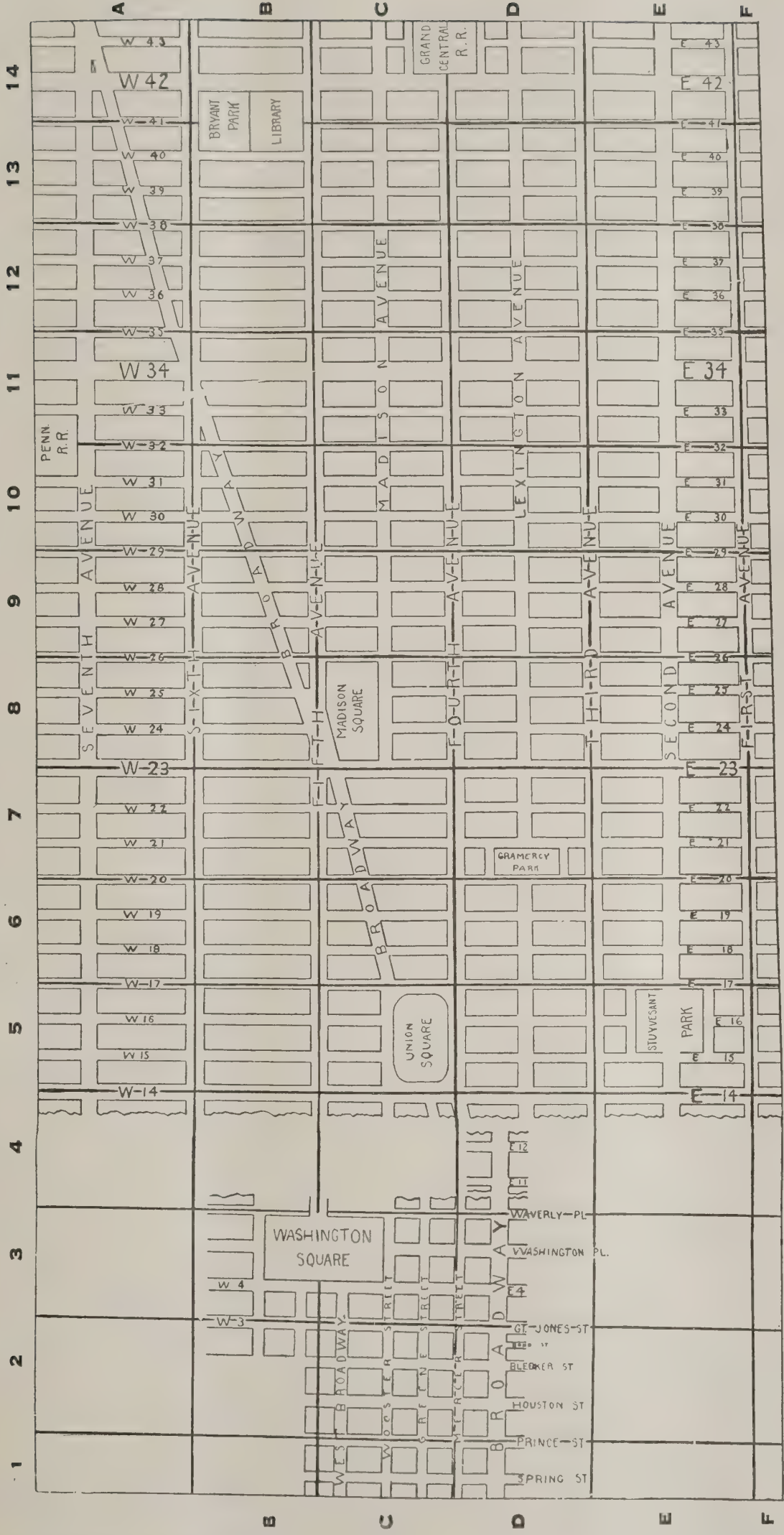
A SALESMAN of large experience in the handling of illuminating glassware, fixtures, portables and novelties is open for an engagement from July 1st. Has had factory experience, has traveled extensively, and has also acted as salesman. Address EXCEL, this office.

FOR SALE.

FOR SALE—Small pottery making semi-porcelain hotel ware Plant is fully equipped and in operation. Price is right, and satisfactory terms can be arranged. Address "POTTERY" care of this office.

Bassett, G. F. & Co., 72-74 Park Place....	B 3	Goetz, O., 43 Murray St.....	C 4	Redon, M., 25 W. B'way.....	C 3
Bernardaud, L., & Co., 46 Murray St.....	C 4			Roessler & Hasslacher, 100 William St....	F 2
Bonita Art Co., 50 Park Place	C 3	Honesdale Decorating Co., 36 Murray St.	C 4	Straus, L., & Sons, 42-46 Warren St.....	C 4
Davison, John, 14 Barclay Street.....	D 3			Tarentum Glass Co. 25 W. B'way.....	C 3
Dorffinger, C. & Sons, 36 Murray St.....	C 4	Kupper, Herman C., 52 Murray St.....	C 4	Tharaud, Justin, 25 W. B'way.....	C 3
Duncan & Miller Glass Co., 92 W. B'way.	B 4			Vogt & Dose, 65 Barclay St.....	B 3
Drakenfeld, B. F. & Co., 50 Murray St..	C 4	Maddock & Miller, 54 Murray St.....	C 4	Williamsburgh Flint Glass Co. 96 Park St.	A 3
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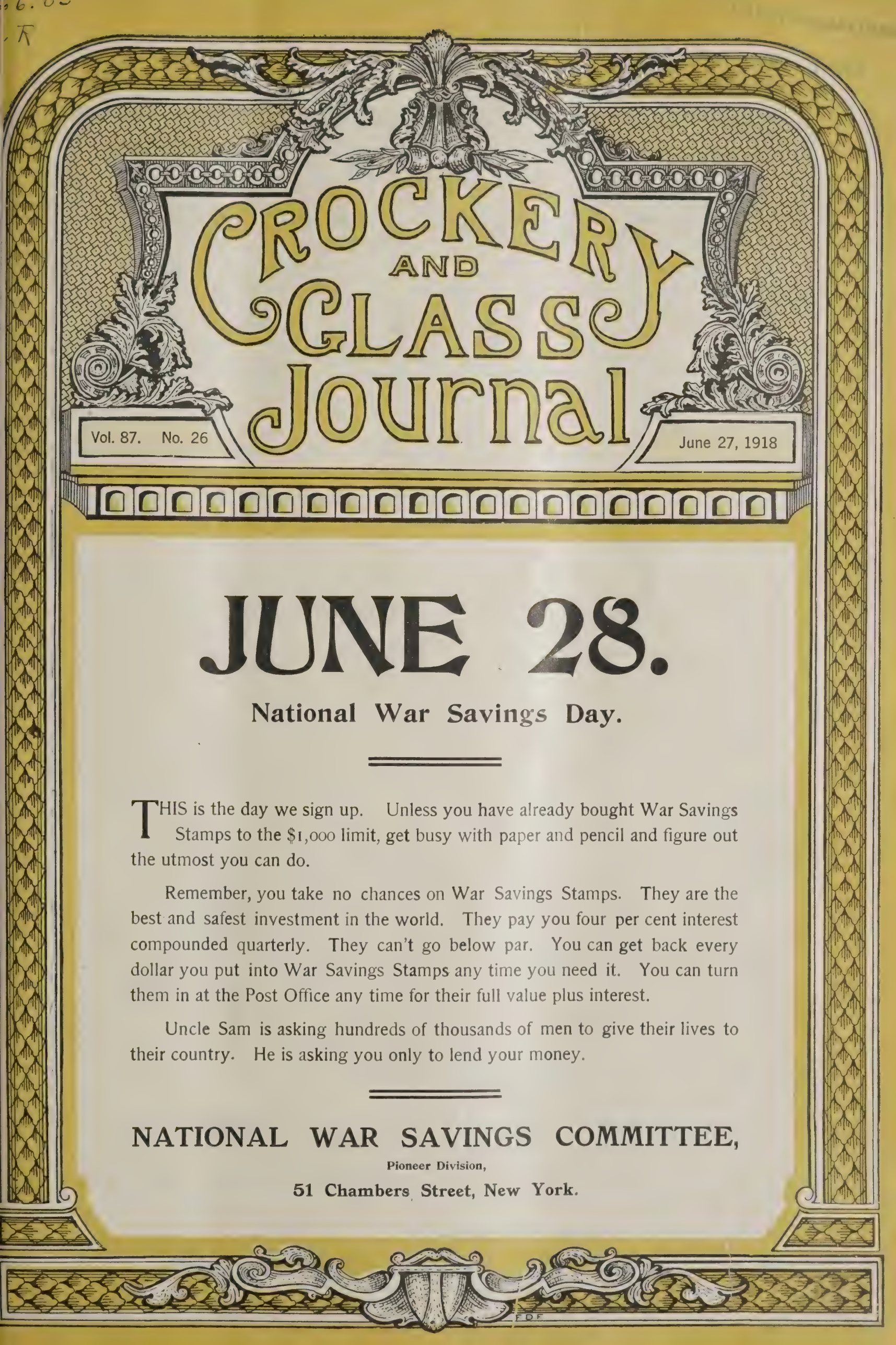
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CROCKERY AND GLASS Journal

Vol. 87. No. 26

June 27, 1918

JUNE 28.

National War Savings Day.

THIS is the day we sign up. Unless you have already bought War Savings Stamps to the \$1,000 limit, get busy with paper and pencil and figure out the utmost you can do.


Remember, you take no chances on War Savings Stamps. They are the best and safest investment in the world. They pay you four per cent interest compounded quarterly. They can't go below par. You can get back every dollar you put into War Savings Stamps any time you need it. You can turn them in at the Post Office any time for their full value plus interest.

Uncle Sam is asking hundreds of thousands of men to give their lives to their country. He is asking you only to lend your money.

NATIONAL WAR SAVINGS COMMITTEE,

Pioneer Division,

51 Chambers Street, New York.



L. BERNARDAUD & CO.,
LIMOGES,
Fine French China.

NEW SAMPLES RECEIVED FOR 1918.

Most salable designs. Will add strength to any dinnerware stock. Inspection invited

TWENTY PATTERNS IN STOCK FOR IMMEDIATE SHIPMENT.
WHITE CHINA FOR DECORATING.

L. BERNARDAUD & CO., 46 Murray Street, New York.

A. GREDELUE.



Glassware.
Toilet Ware.
Light and Deep
Rock Crystal.
Fancy Goods.
Electroliers.

The Well-Known Trade Mark:

Baccarat Glassware

FACTORIES AT

Baccarat, Rambervilliers, Bertrichamps.

129 Fifth Avenue, New York City.



No. 984.

Be patriotic! Show the flag! Our Souvenir
line with the U. S. flag is a thing of beauty.

The D. E. McNicol Pottery Co.,

EAST LIVERPOOL, OHIO.

The Line of Constant Surprises.



More new shapes and designs in

LAMPS and SHADES,

including popular-priced novelties. Our continuous creation of new styles makes this line one of never-ending interest.

TAKITO, OGAWA & CO.,

99-101 Fifth Avenue,
New York.

325-31 W. Madison St.,
Chicago.

Wm. Guerin & Co. J. Pouyat & Co.

43-47 West Twenty-third Street,

NEW YORK CITY.

W.G.
& Co.

J.P.
L.
FRANCE



WHITE AND DECORATED
CHINA.

HOTEL WARE.

WE MAKE ESSENTIALS.

The Sterling China Co.,

Wellsville, Ohio,

MAKERS OF

VITRIFIED HOTEL CHINA.

Cups, Saucers, Dairy Mugs, Bowls, Bakers, Cream
Pitchers, Individual Butters, etc.

All sales made through the

F. F. DeBOLT COMPANY,

EAST LIVERPOOL, O.

(Mail or telegraph inquiries for all lines of
pottery and glass promptly attended to.)



C | 960 | 1504 STOCK PATTERN.

JAPANESE CHINA DINNERWARE.

A splendid stock of this attractive pattern, both *Open Stock and Assortments, for Immediate Delivery*. The merchant who has dinnerware patterns on his shelves that he can deliver quickly is more fortunate than the one whose orders are for future delivery. We will be glad to mail samples and quote prices.

THE KINNEY & LEVAN CO.

1375-1385 Euclid Avenue, Cleveland, O.

GILLINDER & SONS, Inc.,

Philadelphia, Pa.

OPAL DOMES.



No. 6402. 10-in. R. T. Dome.



10-in. Ribbed Dome.

WRITE FOR PRICES.

GLASSWARE

for all occasions and
all purposes—blown,
pressed, plain or decorated.

United States Glass Co.,

PITTSBURGH, PENNSYLVANIA.



The Celebrated Ahrenfeldt China.

Manufactured at Limoges, France.

IMPORT.—Hundreds of attractive and exclusive decorations in dinnerware—short lines—fancy articles.

OPEN STOCK.—Fifteen of the most up-to-date dinnerware patterns carried in New York for immediate delivery.

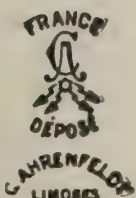
NOVELTIES.

A great display of samples of entirely original and most attractive novelties carved by hand, in wood, by Swiss artists.

Herman C. Kupper,

Importer,

52 Murray Street, New York.



K. T. & K.

“AMERICA”

DINNERWARE

worthy its name.

EAST LIVERPOOL, OHIO.

New York Office, 10 West Twenty-third Street.

E. W. HAMMOND CO.

THIS is another of our GOOD
SELLING PATTERNS
on our famous "Mayflower"
shape.



EDWIN M. KNOWLES
CHINA CO.



EDWIN M. KNOWLES
CHINA CO.



EDWIN M. KNOWLES
CHINA CO.

. . . THE . . .

Edwin M. Knowles China Co.,

East Liverpool, Ohio.

THE
Homer Laughlin China Co.

East Liverpool, Ohio.

Newell, W. Va.

Haviland China

is stamped

Haviland on white china
France

Haviland & Co. on decorated china
Limoges

We respectfully remind dealers that the china stamped "Haviland" or "Haviland & Co." is the only china known since 1840 as Haviland China and that any other ware with the name Haviland in its stamp cannot be lawfully sold as Haviland China, or without the mention of the name in full with which it is stamped.

Any infringement upon our exclusive right to the denomination of "Haviland China" for our ware would oblige us to sue the offender for damages.

Haviland & Co.
11 East 36th St., New York

Uptown Directory.

EDWARD BOOTE,

Cauldon China, Wood & Sons' earthenware, Gibson & Sons' teapots.

35-37 WEST TWENTY-THIRD ST.

HAVILAND & ABBOT CO.,

95 MADISON AVENUE, Cor. 29th St.

MORIMURA BROTHERS

Japanese Goods.

53-57 WEST TWENTY-THIRD ST.

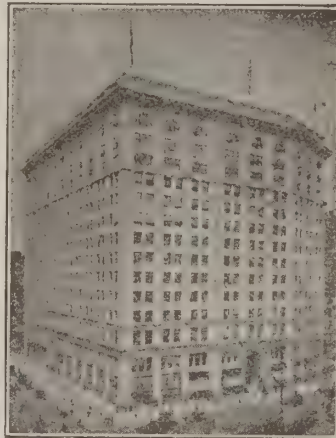
Haviland & Co.

11 East 36th St.

WM. S. PITCAIRN,

Grindley. Doulton. Furnival.

104 FIFTH AVE.



The Fifth Avenue Building,

GUERNSEYWARE.

EARTHEN—Brown, White-Lined.
PORCELAIN—Ivory White, Brown Betty and Olive Green.
Cooking and Serving Dishes.

16 West Twenty-third Street.

THE TAJIMI CO.,

Japanese Goods.

597 BROADWAY.

L. D BLOCH & CO.,

China, Art Goods, Lamps and Shades.

153-157 FIFTH AVE., at 22d St.

KENNARD L. WEDGWOOD,

Josiah Wedgwood & Sons, Ltd.,
Thomas Webb & Sons, Ltd.,

133 FIFTH AVENUE.

The Phoenix Glass Company,

Illuminating glassware, electric portables,
oil lamps, etc.

230 FIFTH AVENUE.

Tel., Madison Square, 6435 and 6436.

The STROBEL & WILKEN CO.

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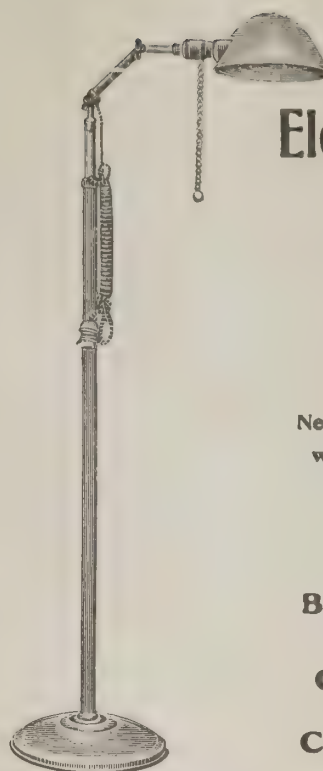
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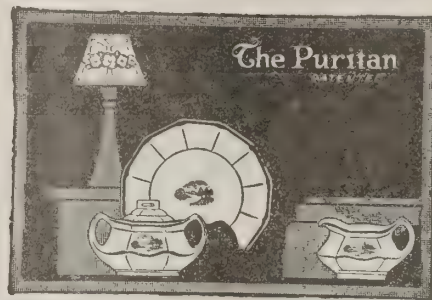
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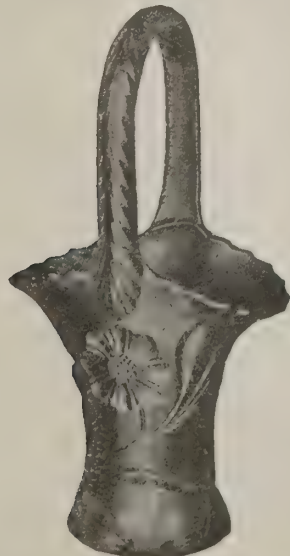
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